A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

August 23, 1965

President marks fourth anniversary of the Alliance for Progress

350,000 U.S. firms to be invited to register for international index

Business Bulletins *from around the world*

CHILE—Government's electricity enterprise (ENDESA) to begin construction of major thermoelectric generating installation in Concepcion area in mid 1966. Construction to cost $22 million; will be completed in 1969. Plant, which will be located adjacent to coal-producing complex will consume 275,000 tons of coal, generate 650 million kilowatt-hours annually. By building coal-fired rather than hydroelectric plant, ENDESA will give much-needed boost to sagging coal-mining industry.

FRANCE—Downward trend in French private investment continues, according to report by National Statistical Institute, though drop in 1965 may be only 4-5% compared with 1964. Businessmen in textile, paper, printing sectors particularly reluctant to increase capital outlays. However, outlook good for increased investment by manufacturers of chemicals, construction equipment.

Dwelling completions numbered 175,953 units, starts 220,430 units, during January-June 1965, compared with 147,224 and 201,387 respectively, during first six months of 1964.

GERMANY—Carbic Hoechst Corp. and Oostachem Corp., both of New Jersey, and Hoechst Chemical Corp., of Rhode Island, all previously subsidiaries of Farbwerke Hoechst AG, Frankfurt, have been made divisions of American Hoechst Corp., New York, which has been transformed from holding company to operating company. American Hoechst is fully owned by Farbwerke Hoechst AG.

Parke, Davis & Co., Detroit, purchases Ypsilon-Werk Wienke & Michels K.G., H. Holthaus & Co., and F. Schoneck & Cie., manufacturers of surgical dressings located in Bonn-Cologne region. Funds for $3 million purchase raised on German capital market.

INDIA—West Coast of India and Pakistan/U.S.A. Shipping Conference announces 10% rate hike effective Sept. 22, on all commodities shipped to U.S. Atlantic and Gulf ports from India. Rate increase ascribed to rising operating costs.

JAMAICA—Tourist Board announces several projects underway or in preparation to increase, improve tourist facilities. Board's director states that due to highly successful tourist year in 1964 and record-breaking number of visitors, island must expand facilities to accommodate growing interest in tourism. Total of 1,850 new hotel rooms scheduled for completion by 1967 with expansion of Mahoe Bay Hotel, 30-acre seafront site seven miles east of Montego Bay, and cottage development on 220 acres near Duncan between Montego Bay and Ocho Rios. Multi-million dollar seaside site at mouth of White River in Ocho Rios also scheduled for development; construction on this 120-cottage project expected to begin in September. Development of vast Negril Beach area on Jamaica's south coast also planned. New highway from Montego Bay completed by Government; electrical facilities added last spring.

KOREA—Development plans of several industries hold possibilities for future U.S. sales of equipment. A 10-year water development plan envisages construction of nine multi-purpose dams with combined hydroelectric generating capacity of 498,000 kw. Construction of first one to begin late this year, financed by domestic capital, French loan of $12.5 million, repayable in 14 years. Foreign credit for two iron foundries also sought. First one, for which negotiations are underway with German firms, is to have capacity of 125,000 mt. of steel ingots, 50,000 mt. of steel bars, 53,000 mt. of billets, assorted other products. Second, for which funds are being sought in Japan, has designed annual capacity of 300,000-400,000 mt. of iron and steel, with minimum of 200,000 mt. of raw material for sheet and 50,000 mt. of rolled sheet; will cost about $22 million.

MALAWI—Bata Shoe Co., (Malawi), Ltd., to erect new factory in Blantyre, with annual production of 200,000 pairs of plastic shoes.

SPAIN—New law to regulate installment sales of durable goods announced. Primarily intended to protect consumers, law gives Government authority to establish limits on down-payments, interest rates, repayment terms. These limits and specific goods to be covered by new law, to be determined on completion of further studies.

SUDAN—Loan from Kuwait in amount equal to $4.8 million to be used for development of Khashm El Gibra sugar project which includes construction, equipment of sugar mill with annual capacity of 679,000 tons.

SWEDEN—Swedish News Digest reports that female labor in metal engineering industries increased by 15% during 12-month period, May 1964-May 1965, as compared with previous 12-month period. Labor Market Board predicts that high demand for labor in industries to continue into first six months of 1966.

UNITED KINGDOM—Figures recently released by Ministry of Public Building and Works indicate that construction industry orders decreased in May to $716.8 million from $725.7 million in April and $893.2 million in March. New contracts dropped in three major sectors: private housing, local public housing, private industrial construction.

VENEZUELA—Three separate credit operations totaling over $222 million approved by Congress. National Public Works Institute authorized to borrow up to $80 million to widen, improve water works of Caracas. City of Caracas authorized to borrow up to $10 million to acquire trash incineration system. In largest credit operation, Banco Obrero (Worker's Bank) authorized to acquire financing up to $133 million, externally or internally, for several housing projects. Planned housing projects include construction of 67,000 housing units, and financing construction of another 71,000 units, as well as other home construction, land acquisition of "social interest."

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the cover

President Johnson observed the 4th anniversary of the Alliance for Progress by saying the Latin American economies should be drawn closer together, and Secretary Connor prepared to send out 350,000 letters to businessmen inviting them to register for the international automated index. See page 4 for the President's remarks and page 2 for the letter-writing campaign.

International Commerce

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GET IN ON A GOOD THING

New computer service to speed market data

Secretary Connor to invite 350,000 firms to register for new international index which will point out opportunities abroad that apply to U.S. business

By ROLAND SAWYER
Staff Writer

Businessmen: If you want to get in on a good thing—"good" meaning in business terminology "profitable"—watch for a letter you probably will receive early in September from Secretary of Commerce John T. Connor.

The Secretary will be asking you to register your company in the Department of Commerce's new automated American International Traders' Index.

The Secretary's letter will be sent to about 350,000 businessmen. He knows that you are not all in international business. He hopes—and President Johnson hopes—that after you have read the letter you will be sufficiently interested to register your firm with the Department and, in due course, get your name in the Index.

Secretary Connor does not use the word "profits" in his letter, but he alludes to "international business opportunities" —and that means profits.

All about profits

The American International Traders' Index is really all about profits—to show you where profits can be found either in overseas markets or in overseas investment opportunities; or where profits can be protected when forewarning is necessary about changes in trading policies of the country or countries in which you may be operating.

The use of the pronoun "you" in the paragraphs above is deliberate. It is appropriate to the subject of the Index. There is another word of equal importance: "automated."

The two words get to the core of the new system which Secretary Connor hopes you will participate in. Once you are registered in the American International Traders' Index you will be notified, through computer check, of opportunities abroad that apply specifically to *your* business, are available in countries where *you* may be operating, or both.

For, as no one needs to be told now, if automatic data processing provides any service at all it is that of selection or identification, rapidly, accurately, cheaply.

Not for you, you say?

But, you may be muttering (if you have read this far) "I'm not in international business. I only sell stateside. Computer service or no, this is not for me."

Well, you may be right. It may not be. But, there are those "opportunities" the Secretary speaks of. If the Department of Commerce's export promotion program of the past several years has shown anything, it has been that many U.S. firms had thought there was nothing in overseas selling for them.

Of course there wasn't—until they began to pay attention to some of the "opportunities" overseas that the Department of Commerce may have been instrumental in calling to their attention, through solid market information, notices of Trade Center shows, invitations to sell in international commercial fairs, and the like. They found out. They found, as the Department's records amply show, new profits.

So when the Secretary's letter arrives you may wish to give it thoughtful attention. While, on the one hand, he asks for your personal cooperation in registering your company—for exports today are in the whole nation's interest—he offers you on the other hand the prospect of markets to sell or invest in which may never have occurred to you.

How speed-up program works

Here is the way the new computerized program speeding up publication of commercial information will work.

The 350,000 U.S. firms will be invited to register in the new Index, a step which will take several weeks for a start. (The Index will not be closed—a company can register at any subsequent time.)

Included with the Secretary's covering letter will be a return mail card urging those firms that are interested in any facet of international trade or investment to include their names in the new automated American International Traders' Index.

By mailing the addressed and franked card to the Department of Commerce each firm will indicate its interest and then will be requested to complete a registration form (IA-57-revised). Registration is voluntary on the part of U.S. firms.

Information provided by the U.S. companies will be maintained in confidence within the Government and will not be published. The Index will be available only to Government agencies for use in promoting international trade. It will not be used for private mailing lists.

Broader, more selective

The basic Index established, the Department of Commerce will have, for the first time, an automated comprehensive data file on U.S. international traders, that will permit the computerized matching of the particular commodity and/or geographic interests of individual companies with specific items of world trading information.

The Department can then begin to notify firms of specific opportunities for the sale of their goods or services in overseas markets, or assist them in other ways as will be shown below, on a broader scale, with greater selectivity, and faster than ever before.

Detailed steps for transmitting these communications to business firms will be available at a later date.

Now the significant point (if we may repeat for clarity) is that through computer checking, on the basis of Standard

Industrial Classification (SIC) numbers and other pertinent data included for each company in the Index, more of the right firms can be identified for the right products to sell in the right markets than ever has been possible heretofore.

To serve your firm

In addition, the Index can be used to serve your company in other ways:

By matching international business opportunities with known interests of U.S. companies;

By providing notices of major changes in trading policies of important U.S. trading partners to U.S. firms shown by the Index, through computer check, to be operating in those countries;

By enabling the Commerce Department to solicit all potentially interested U.S. manufacturing establishments for Trade Center shows, international commercial fairs, or trade missions—again by computer check; and

By assuring maintenance of up-to-date lists in U.S. Embassies and consulates of names of U.S. business representatives overseas, enabling U.S. commercial officers to bring these names and addresses to the attention of foreign buyers.

Cooperation asked

In his letter of invitation to U.S. firms, Secretary Connor says:

"President Johnson has called for a redoubling of efforts to promote American exports and for new action to encourage foreign investment in the United States. These are two important positive actions to reduce our balance of payments deficit. We in the Department of Commerce want to do everything possible to assist American business in meeting this challenge.

"One way in which the Department of Commerce will help is by accelerating the dissemination of commercial information, including international business opportunities. To this end, I have directed the Department's Bureau of International Commerce to obtain, automate, and apply current data concerning American firms interested in international trade and investment.

"If you will indicate your interest by returning the attached card, we will send you a registration form which will enable us to include your name in the new automated American International Traders Index.

"I ask your personal cooperation in this important joint business-government program to increase the sale of American products and services in markets throughout the world."

CAREER GIRL Darelyn Servoss reads a computer print-out of the type to be used when Commerce's new Index is programmed to provide an automated comprehensive data file of U.S. world traders, investors.

U.S. Embassy in Tel Aviv wants data on automation

The U.S. Embassy in Tel Aviv is seeking information on the uses of automation.

Publications and other materials are wanted which will demonstrate to Israeli businessmen and officials the practicability of utilizing such equipment and techniques to help overcome the country's chronic labor shortage. Thus, a new market could be provided in this developing country for U.S. equipment and consultative services on automation.

The Embassy is especially interested in publications that discuss the pros and cons of automation for relatively small operations and its labor saving aspects.

Any such materials should be sent directly to the Economic Section of the U.S. Embassy, Tel Aviv, Israel.

Examinations for executives scheduled in several cities

Qualifying examinations in four categories of international business specialties will be held Saturday, Nov. 20, in several cities.

The American Society of International Executives announced that applicants will be examined in the following classifications: QEM (qualified export manager), CAEM (certified assistant export manager), CITM (certified international traffic manager), and CDS (certified documentary specialist).

The examinations will be held from 9 a.m. to 12 noon in Philadelphia, New York, Cleveland, Toledo, Chicago, Miami, Los Angeles, San Francisco and Seattle. Other cities will be added to the schedule on completion of negotiations.

Applicants may prepare for these examinations by securing Study Outlines now at $5 each from Dr. Roland L. Kramer, executive vice president and secretary, American Society of International Executives, Secretarial Suite, Sheraton Hotel, Philadelphia, Pa. 19103.

Results of the examinations held on May 22 were announced by Thomas C. Ballagh, president of the Society and president of Ballagh & Thrall, Inc., of Philadelphia. Of 46 candidates, 37 were awarded qualifying certificates.

Information retrieval firm plans facilities in Europe

A Bethesda, Md., information retrieval firm plans to extend its services to Europe. The French government recently gave permission to the company to establish a Paris office.

Documentation, Inc., President Eugene Miller said the Paris installation will be the first of several in Europe. Plans include another facility in Germany and possibly one in Scandinavia.

The Paris subsidiary, to be known as Euro-Doc, will be operated by French citizens.

IN LATIN AMERICA

Four years of Alliance

President says pace of progress is increasing, calls for stepped up efforts

President Johnson noted the fourth anniversary of the Alliance for Progress last Tuesday and said "We must try to draw the economies of Latin America much closer together."

Widened markets lead to increased trade, more efficient production and greater prosperity, he said. The President made these remarks at a ceremony in the East Room of the White House before Latin American diplomats, Cabinet members, Congressional leaders, and Government officials.

It was on Aug. 17, 1961, that 19 Latin American countries and the United States signed the Charter of Punta del Este which created the Alliance.

The Charter calls for major development efforts by the Latin American countries, supplemented by U.S. and international technical assistance and loans.

The President praised Alliance accomplishments, called for stepped up efforts, and made specific recommendations in trade and economic matters.

Forward pace quickens

"This four years has been the greatest period of forward movement, progress and fruitful change that we have ever made in the history of this hemisphere. And that pace is now increasing," the President pointed out. He also said:

"Last year, Latin America as a whole exceeded the Alliance for Progress target of 2½% per capita growth rate. Our experts tell me that we will do the same this year. And in the Central American Common Market the growth is almost 7%.

A large and swelling flood of resources contributes to this progress. In four years, the United States alone has contributed almost $4½ billion in grants, in loans, in goods, and in expert assistance. The nations of Latin America have channelled $22-24 billion into development. And more than an extra billion dollars has come from other countries and international agencies.

At the heart of Alliance are the twin urgencies of planning and reform. Ten nations have already submitted development programs, and others are on the way. Fourteen nations now have major tax reforms underway, and their rate of tax collection is steadily increasing. Fourteen nations have now instituted land reform programs. Others are confronting the growing importance of population control. One government after another is determined to reconcile reform and economic growth with the struggle against destructive inflation. And this morning I salute those—the people of Brazil—who have helped to lead the way.

In my own country we have constantly worked to improve the speed and the usefulness of our own participation in the Alliance, and we have made remarkable progress.

In the last year and a half we have loaned over $847 million—and that is almost $150 million more than was loaned in the entire two full preceding years combined. The number of loans is increasing. The amount of investment guarantee is on the rise. Housing guarantees have gone up twenty times in the last two years.

HOISTING PUMP for use at Costa Rican Cachi Hydroelectric Project, made possible by World Bank loan.

So you see in both the United States and Latin America we are moving more and more swiftly to meet the obligations and to reach the goals that we set in the Alliance for Progress.

And behind the statistics lie the countless stories of human needs that have meen met, human suffering that has been relieved, and human hopes that have been fulfilled.

Twenty-five million people—thirteen million of them little children—are receiving food from the Alliance programs.

More than 1½ million people already have new homes. A million children now have new classrooms, and ten million textbooks have already been produced.

Hundreds and hundreds of thousands now can find relief from suffering in more than 850 hospitals and health centers and health units that have been already placed into operation.

More than 100 million people today are protected from malaria. And all across the face of the hemisphere new roads are being constructed. Electric power lines are going up. And institutions for savings and credit and development are already opening new doors. . . .

But whatever we have accomplished, we all know that the road ahead is longer and it is more steep than the way behind. If many have been helped, then there are many more that are still untouched. If some are newly free, there are millions that are still shackled by poverty and disease and ignorance and malnutrition. If we have made more progress than before, as we have, we have made far less than we should, and we must.

Must increase efforts

So, to this end, we must all increase the efforts that we are now making.

First, to build modern industry and the structures on which it rests; to attract a growing flow of private investment and technology to Latin America; to speed up the process of social reform.

But it is not just enough to continue doing what we are doing. From the experience and the achievement and the failures of the first four years, we can now shape new directions.

Recently I received—as did the other American Presidents—a letter rom CIAP [Inter-American Committee on the Alliance for Progress] suggesting changes and new departures. The leadership of this organization is itself one of our very healthiest developments. And I pledge that my Government will review this letter with great care and sympathy.

But from this letter—and from our own experience—we can already see the shape of future emphasis.

First, we must step up our efforts to prevent disastrous changes in the prices of those basic commodities which are the lifeblood of so many of our economies. We will continue—as we did this week in London—to strengthen the operation of the coffee agreement and to search for ways to stabilize the price of cocoa.

We will try to maintain a regularly expanding market for the sugar that is produced by Latin America. And consistent with the CIAP recommendations, I will propose this afternoon that Congress eliminate the special import fee on sugar so that the full price will go to the Latin American producers.

Second, we must try to draw the economies of Latin America much closer together. The experience of Central America reaffirms that of Europe. Widened markets—the breakdown of tariff barriers—lead to increased trade, more efficient production, and greater prosperity.

U.S. will contribute

The United States will, as CIAP suggests, contribute from its Alliance resources to the creation of a new fund for preparing multinational projects. By building areawide road systems, by developing river basins which cross boundaries, by improving communications, we can help dissolve the barriers which have divided the nations.

In addition, I hope the American nations will consider the establishment of a program—patterned after the European Coal and Steel Community—for the production and trade, on a continental basis, of fertilizer, pesticides, and other products that are needed to increase agricultural production. My country stands willing to help in such a venture.

Third, we must emphasize the needs of rural Latin America. Here, is the scene of the most abject poverty and despair. Here, half the people of Latin America live. And it is here, in the countryside, that the foundation of a modern economy will finally be built. Through the diversification of crops, we can decrease dependence on a few export products. Through increasing production, the countries of Latin America can feed their own people. Through increasing farm income, we can provide growing markets for new industry.

And we must, as CIAP also suggests, direct more of our effort toward those things which directly touch the lives of individual human beings—housing, education, health, and food. And it is not enough simply to say that a growing economy will ultimately meet those needs. Misery and pain and despair exist in the present; and we must fight them in the present with all we have and the best way we can. This is not only the command of compassion. It is, as we all recognize, the counsel of wisdom. For factories and banks and dollars do not alone build a nation. People build a nation. And on those people, on their health and their knowledge and their faith; their participation and their sacrifice, rests the future of all of us and the future of all nations."

Import statistics

The Bureau of the Census has issued a publication providing calendar year 1964 import statistics in terms of Tariff Schedules of the United States Annotated (TSUSA), arranged by country of origin.

TSUSA is one of the three different commodity arrangements in which annual import data are being compiled and published by the Bureau. The other two commodity arrangements are (1) in terms of Schedule A, Revised, a commodity classification based on the Standard International Trade Classification of the United Nations (SITC), and (2) in terms of the Standard Industrial Classification Code (SIC), the classification under which U.S. production statistics are tabulated.

Import statistics in terms of Schedule A are published each month on both a current and cumulative basis. A publication presenting 1964 import statistics in SIC terms is scheduled for this fall.

Thus, published import statistics for the calendar year will be available in terms of Schedule A for broad economic analyses and for ready comparison with the foreign trade data of other countries compiled under the SITC.

The SIC-based commodity classification will provide data for easy comparison with U.S. production and for other analyses involving domestic data compiled under the U.S. Standard Industrial Classification.

The TSUSA-based classifications make possible the most detailed market analyses and use in studies relating the data to Tariff Schedules of the United States.

"U.S. Imports, Tariff Schedules Annotated by Country, 1964 Annual" may be purchased for $2.50 from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any Department of Commerce Field Office.

MODERN-DAY MARVEL

U.S. international mail volume increases; improved and more economical services offered

Reaches virtually every city, village, farm in world; new containers, transferable from truck to rail to ship, expected to speed shipments, reduce costs, cut damage

By JOHN A. GRONOUSKI
Postmaster General

GRONOUSKI

International mail service in the United States can be traced back many years prior to the development of domestic service.

The first primitive colonial "post office" was established in 1639 when the British Crown authorized the Fairbanks Tavern in Boston to send and receive mail by ship between England and the colonies.

In 1863, U.S. Postmaster General Montgomery Blair proposed an international conference that, 10 years later, gave birth to the Universal Postal Union, one of the oldest organizations of international cooperation in the world.

The United States, melting pot of many nationalities, has a long history of active partnership in international mail development. Decades of participation in virtually every international postal meeting has helped us develop postal ties global in scope. International parcel and letter mail today flows smoothly to and from the most remote hamlet of the 50 States and virtually every city, village, and farm in the world.

Early problems gone

International mail is, in one sense, a modern-day marvel. International correspondence arriving in the country of destination is given full domestic mail service within that nation and is handled in an identical way, even though it produces no revenue, except in the case of parcel post, for the country that receives it.

The early problems of mail crossing international borders—delays, difficulties in transit, and disagreements over revenues—have largely disappeared. The emphasis today in many countries, including the United States, is on improved and more economical services.

Two major programs initiated by the U.S. Postal Service on international mail during the past year included the use of large metal containers to hold the mail, and the reduction of rates paid to U.S. scheduled airlines transporting mail across the Atlantic and Pacific Oceans.

The containers, which are transferable from truck to rail to ship, introduced a new concept of transporting international mail. They permit delivery of mail between major points in the United States and gateway post offices in other countries with no intermediate handling of individual sacks by other post offices enroute, either here or abroad.

The first direct shipment of international mail by containers from an interior point in the United States to a major European city, eliminating the delays and possibility of damage from intermediate handling, was dispatched from Chicago on February 18 for delivery in London. This project is on an experimental basis for one year.

The shipment consisted of 80,000 pounds of National Geographic Magazines, loaded into four special steel containers by the publishers in Chicago, sealed and moved directly via rail to New York City.

At New York, the containers, measuring 20 by 8 feet, were placed aboard ship and dispatched on their way to London.

At present, the Post Office Department is shipping containers out of New York City, Miami, San Francisco, Seattle and Chicago. The two West Coast cities use the containers for moving mail to Hawaii, Alaska, New Zealand and Australia. Miami sends them to Central America. New York dispatches them to Puerto Rico, San Juan and Europe.

As the use of containers for international mail is extended to other points, they are expected to speed postal shipments, reduce costs, and cut down the damage caused by repeated handling.

Reduced air rates

The reduced rate for U.S. airlines carrying transoceanic mail was awarded by the Civil Aeronautics Board effective Oct. 1, 1964, on the basis of a decline in airline costs since the introduction of jet air carriers several years ago for service over the Atlantic and Pacific Oceans.

During the nine-month period of fiscal 1965 that the new rate was in effect, savings to the Federal Government were estimated at about $11.1 million. In fiscal 1966, which will be the first full year of operation for the reduced rate, estimates show savings to the Government of $15.3 million.

Four airline companies, Northwest, Pan American, Trans World and Seaboard, carry mail under the reduced rates.

Previous rates were more than 53 cents per ton mile for Atlantic carriers and 50 cents per ton mile for Pacific carriers. New rates are 40 cents for Atlantic carriers and 36 cents for Pacific airlines. Northwest and Pan American fly mail over the Pacific; Trans World, Seaboard, and Pan American carry international mail across the Atlantic.

Volume spurts

The "mail explosion" in domestic mail volume is reflected in international mail originating in the United States.

During 1964 the U.S. Postal Service dispatched more than 559,880,000 pieces of mail to all parts of the world. This represents more than a 4% increase over 1963 when more than 538,300,000 pieces were sent overseas.

Airmail increases

Since 1960 mailers have relied more heavily on the airlanes, resulting in a steady increase in volume of airmail. In addition, the total rise in mail poundage assures surface carriers of larger volumes than they previously handled.

The six primary overseas countries receiving U.S. mail are, in order, Great Britain, Germany, Italy, Japan, Australia, and France. These nations receive about one third of all mail leaving the U.S. annually.

Next-day delivery coming

Development of longer-range supersonic jet air craft undoubtedly holds a potential for the biggest single development in the years ahead.

"Next day" delivery for virtually all domestic mail has already been set as a goal for 1967. Transportation experts now see "next day" delivery as a possibility for international mail between the United States and the major centers of the world.

Terse tips to traders who send mail abroad

Become acquainted with various classes of international mail.

Know what postal documents are required and prepare them in advance when possible.

Address mail legibly and correctly.

Use only rectangularly shaped envelopes; none less than 3 by 4¼ inches.

Send merchandise in containers adequate for the contents, the distances the parcels must travel, and the climatic conditions they must necessarily endure.

Seal all parcel post packages; do not seal any postal union mail article except letter mail.

Be certain that proper amount of postage is paid before depositing mail in post office or street letter drops. Present all packages at post office windows for mailing.

FIRST CHICAGO SHIPMENT of containerized mail earlier this year is inspected by William J. Hartigan, Ass't Postmaster General, Bureau of Transportation and International Services, at New York before journey to London. At left is G. R. Moir, of United States Freight Co., which had contract to ship containers.

Mexico announces new $1,280 million investment program

Designed to spur activity in 370 domestic industries; 1962 program 82% completed

A new investment program designed to develop some 370 industries in Mexico has been announced by the Minister of Industry and Commerce. The development of these industries calls for an investment of approximately $1,280 million, and continues the program of investment in the 450 (originally 500) industries announced by the Government in 1962.

Under the former program the Minister of Industry and Commerce approved 391 projects involving an investment of some $1,040 million and resulting in the creation of 86,000 new jobs. The 1962 program was reported to be 82% completed.

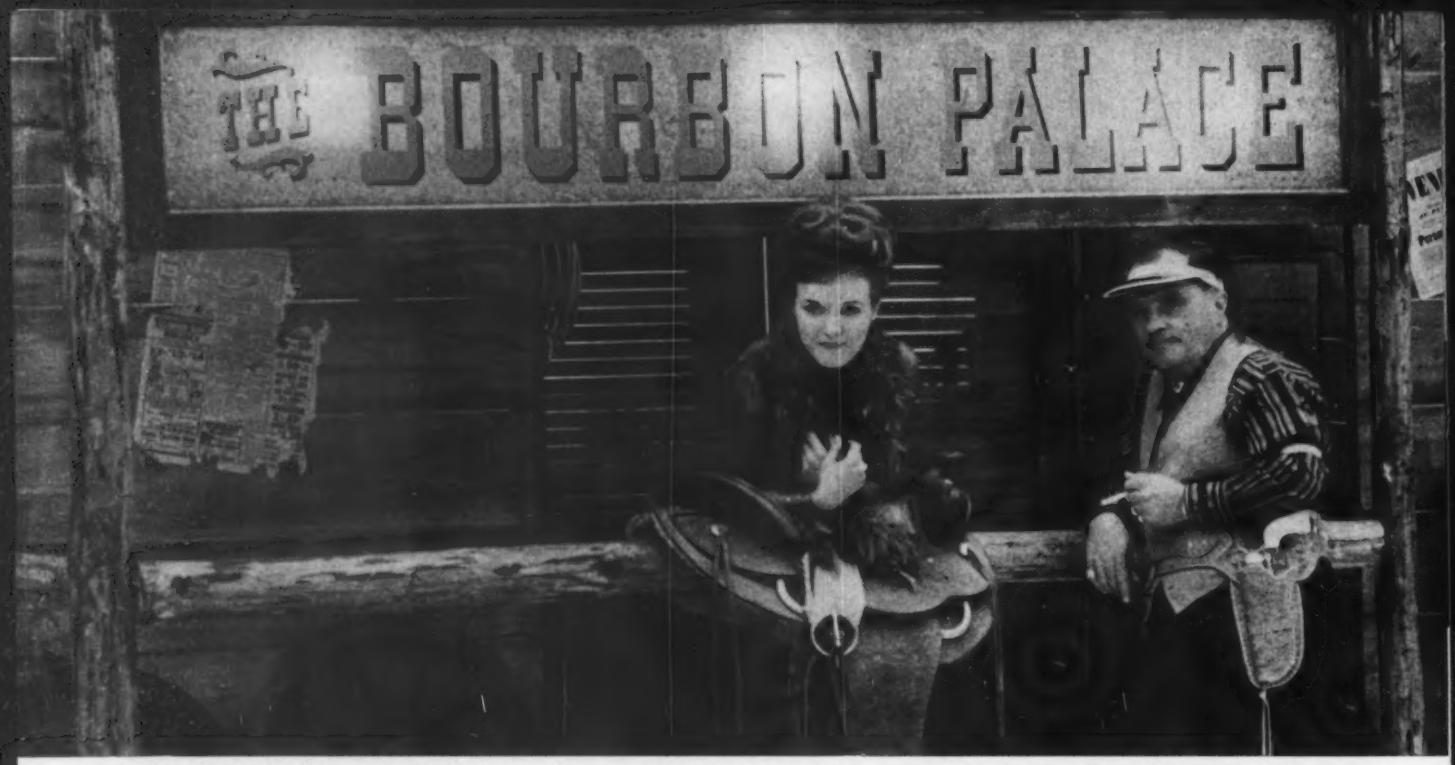
The new industrial development program aims for: the maximum use of natural and human resources; a balanced industrial and agricultural development; exploitation and conservation of natural resources; decentralization of industry; import substitution; increased industrial integration; improved use of existing installations; and expansion of manufactured exports.

Cooperation pledged

The Minister stated that production of the 370 items must be carried out in such a manner that they will assure international conditions of price and quality. Businessmen who invest in these industries are assured of Mexican Government cooperation and the benefits of current Mexican laws and regulations regarding foreign investment.

Major items on the new list include products of the following industries: mechanical, chemical and petrochemical, pharmaceutical, agricultural processing, electronic, automotive, iron and steel, mineral processing and exploitation, cellulosic (pulp and paper), precision instruments, and power-generation equipment for hydroelectric projects which will increase Mexico's capacity to absorb more investment projects.

The detailed list of products can be obtained by writing to the American Republics Division, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.



THE BOURBON PALACE was the setting for bourbon promotions at U.S. Trade Centers in Europe—each promotion was followed by a marked increase in sales.

Bourbon wins new fans

America's alcoholic invention fast becoming toast in European capitals

By SUSANNE ROSCHWALB

Staff Writer

A young Frenchman walked up to the bar at the King Club in the Palace Hotel, St. Moritz last week and ordered "un bourbon whisky sour."

At a jet set cocktail party in Italy the chic aperitif was definitely the "Manhattan."

Distinguished visitors to the U.S. Exhibition in Poznan, Poland helped celebrate "America Day" by drinking a toast of bourbon.

Anywhere they raise their glasses in Europe these days, chances are increasingly likely that the toast will be drunk with American bourbon. This fact is all the more remarkable when it is noted that five years ago the American drink was virtually unknown in Europe. Since the end of World War I the better continental bars have had a bottle on hand, but it was strictly to serve visiting Americans. Within the past five years sales to Europeans have jumped 275%.

Winning overseas friends for bourbon was the work of Admiral William J. Marshall and the Bourbon Institute. In 1959 the Institute launched a program to build foreign markets for bourbon. An aggressive public relations and advertising campaign overseas, strengthened by personal visits to the countries involved was directed by the Admiral. As a result of the campaign, France and Italy completely removed their quotas on importations of bourbon, and a third country lowered its restrictions. The Bourbon Institute was awarded the President's E for Export award in 1962.

According to Admiral Marshall, the rise in bourbon exports to Europe is due in large part to three promotions held at U.S. Trade Centers in London, Frankfurt and Milan. The Trade Centers mounted the shows with Wild West flavor. Participants' booths were displayed in a Western style saloon called the "Bourbon Palace," constructed in accordance with plans furnished by the Institute. Each distiller had his own booth equipped with special effects. Atmosphere was created by a honky-tonk piano player, a square dance troop, and decorations like hanging lanterns, old guns, a saddle, spurs and other Western memorabilia.

The first "Bourbon Palace" exhibition was held at the St. James's Street Trade Center in London in 1962. The following year England imported 39,000 proof gallons of bourbon. By 1964 that figure was upped to 42,750 gallons.

West Germany drank up 36,900 gallons of bourbon in 1963. In October 1963 the "Bourbon Palace" moved to the Trade Center on Bockenheimer Landstrasse, and within 12 months West Germans consumed 52,000 gallons—a 60% increase. The promotion was held at Via Gattamelata, the U.S. Trade Center in Milan in 1964, and bourbon is now on the increase in Italy. For Europe as a whole the percentage increase rose 45.8 from 144,000 gallons in 1963 to 205,000 gallons in 1964.

Much of the shipments are in bulk, effecting a savings in shipping costs and in some countries an import duty saving, thus enhancing the competitive price of bourbon with locally distilled beverages.

Typical of the bourbon companies who are in on the fueling of Europe's jet set

is the James B. Beam Distilling Co. of Chicago, Ill. Beam has successfully introduced its product in 34 countries of Europe, Asia and the Caribbean. Promotional techniques used in making the foreign customer aware of bourbon include the furnishing and distributing of point-of-purchase materials such as napkins, bottle pourers, and drink stirers. Beam also offers point-of-sale materials such as bar signs and advertising displays in the language of the country. Beam products were exhibited at Trade Fairs in Germany, Italy, Switzerland and Belgium.

Aggressive efforts of the company to sell Beam bourbon to U.S. military personnel stationed abroad gave additional impetus to foreign acceptance of the drink. The company, awarded the President's E in July 1963, quadrupled its export sales in four years from 1958 to 1962.

U.S. TRADE CENTER Frankfurt—buyers sample American bourbon, the smart new drink on the continent.

No substitutes accepted

Overall plans coordinated by the Institute together with market promotion like that of the Jim Beam company and the efforts of the U.S. Trade Centers helped cultivate the European palate for bourbon. Today, not only is bourbon the smart new drink on the Continent, but no substitutes are possible. If it has not been distilled in the United States it isn't bourbon. The mild but robust alcoholic beverage is a U.S. invention. It is a combination of rye, malt and barley distilled into a mash and then aged for a minimum of four years in new white oak barrels. It first made its appearance at the beginning of the 19th century in Bourbon County, Kentucky—hence the name. It is the leading alcoholic beverage purchased in the United States and constitutes 98% of the straight whisky produced in this country.

In May 1964 the U.S. Congress passed a concurrent resolution recognizing bourbon as a distinctive product of the United States. Supported by this resolution, Admiral Marshall will represent the Bourbon Institute at the International Federation of Wines and Spirits Association Conference in Lisbon, Portugal, September 8 to 13 to get the international organization to follow through on distinctive product recognition of bourbon, equal to the status accorded Irish whisky and Scotch from Scotland.

Coming up for 1965 promotion of bourbon overseas:

► Bourbon-tasting parties are being scheduled by the Commercial Attaches in West Germany, London and Paris.

► A special trade show of American bourbon is planned for Hamburg, Germany in the Spring of 1966.

► Repeat performances of the "Bourbon Palace" are being considered at the U.S. Trade Centers in Europe.

Leads for exporters

208 Beverage industries

Italy—Bourbon whisky; best quality desired. Ligabue S.p.A. (ship chandler), Piazzale Roma 499, Venezia. WTD 5/17/65.

France—American bourbon; bottled or canned beer. Direct purchase and agency. Requests replies in French. Ets. Jean Salle (manufacturer, wholesaler), 25 Rue de Paris, Bobigny (Seine). WTD 12/19/63.

France—Bourbon whisky. Societe Fournier-Demars (manufacturer, dealer), 36-38, rue B. Constant, St. Amand-Montrond, Cher. WTD 3/23/65.

France—Bourbon whisky. Robert Dalakupeian (importer, dealer), 22-23 Preau des Eaux-de-Vie, Halleaux-Vins, Paris 5e. WTD 6/30/64.

Spain—American whisky. Cherubino Valsangiacomo, S.A. (distributor, wholesaler), 2-16 Vicente Brull, Valencia (Grao). WTD 4/23/65.

West German loses U.S. export rights for 45 days

Maximilian Klementz of Hamburg, West Germany, an electronics dealer who handles a large volume of U.S.-origin commodities, has been denied all U.S. export privileges for 45 days.

The West German businessman allegedly sold such commodities to the Hamburg firm of Deutranex G.m.b.H., whose export privileges have been denied since November 1963.

During the period of the temporary denial order, the Commerce Department's Bureau of International Commerce (BIC) will continue its investigation of Klementz's dealings. The order was effective August 9, 1965.

All outstanding validated export licenses in which Klementz has an interest have been cancelled. He is also prohibited from participating in any transactions involving export of U.S. commodities or technical data while the suspension is in effect.

These restrictions apply to agents and employees of Klementz. All other persons are prohibited from dealing with him in export transactions involving U.S.-origin commodities or technical data.

Next Week

Trade Mission Report

INVESTMENT OPPORTUNITIES

In Colombia

More W. Va. coal to be exported to France, Italy as result of Trade Mission visit

About 10-million-ton increase by 1970 is expected; Hampton Roads port to be dredged 5 additional feet to accommodate new colliers

As a result of a West Virginia State, Government-approved Trade Mission to Europe in the spring of 1964, an increase of about 10 million tons of coal will be exported to France and Italy by 1970, the Department of Commerce has announced.

According to Hulett Smith, Governor of West Virginia, the initial sale of $30 million worth of coal will be shipped by 1966. This amount will be increased to annual shipments of $80 to $100 million by 1970. An estimated 2,000 jobs will be created in West Virginia from the increased production. The sale is the direct result of leads brought to the Trade Mission and followed up by the West Virginia State Commerce Commission.

Two years in making

Governor Smith first met with Commerce Department officials two years ago, when he was West Virginia Commissioner of Commerce, in an effort to boost the State's lagging industry. The Department's Bureau of International Commerce (BIC) proposed the idea of a small specialized Mission to seek European customers for such West Virginia products as coal, chemicals and basic metals. BIC assisted in planning, briefed Mission members, and sent a specialist abroad to do advance work before the Mission arrived.

The ten-man Mission, including two members who represented the coal industry, left for Europe in April 1964. They met with French and Italian representatives of ATIC, the association for coal imports, and Sidermar, a State-owned steel manufacturing company.

Dredging approved

After return visits last February, France announced that it would build two 82,000-ton, 45-foot draft colliers, and Italy announced that it would build two 78,000-ton, 43-foot draft colliers aimed at loading coal at Hampton Roads.

The Corps of Engineers has just approved the request for dredging Hampton Roads 5 additional feet so that the new ships could begin transporting the coal in 1966.

Governor Smith calls the coal deal "a boon to West Virginia and Appalachia as a whole." He adds: "On the national level, this will be a great help to our balance-of-payments situation."

West Virginia was the first state to qualify under the Commerce Department's criteria for industry-organized Government-approved missions. The program has supported the efforts of 19 such missions. Fourteen additional missions are expected to go out by the end of 1965.

Port of Galveston making contribution to export increase

Has trade development offices in United States and England

They still do things in a big way in Texas, from cattle ranches to tall tales, from football teams to seaports—especially the one at Galveston.

The city of Galveston depends on the port for its existence, with about 70% of the local economy supported by waterfront activities. In turn, the port continuously makes a major contribution to the expanding rate of U.S. exports.

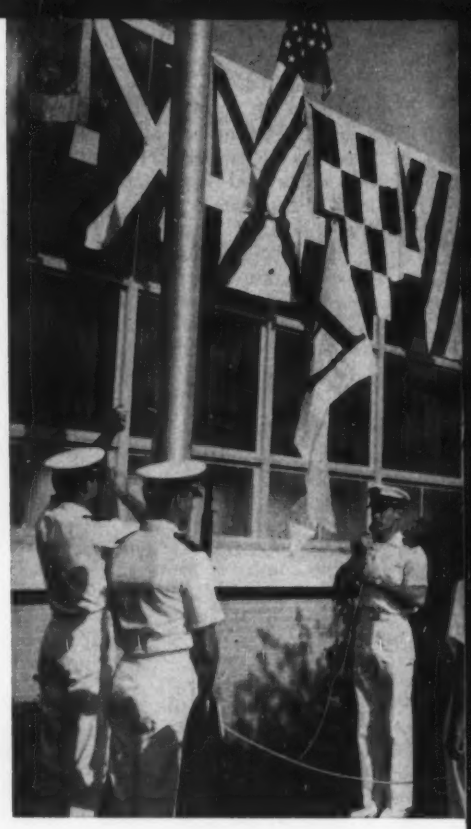
Many contributions

Among the port's contributions are:

Maintenance of trade development offices in Houston, Dallas, Kansas City, New York, Washington, D.C., San Juan, Puerto Rico, and London. This last office, opened in January of this year, provides for export promotion coverage of Western Europe.

Investment of more than $15 million in the past ten years for improvements to facilities, most of which came from port earnings.

Establishment of special unloading charges from either cars or trucks on palletized or pre-unitized freight. As a result of lower unloading charges, U.S. products can compete more favorably in world markets. The Galveston port was recognized recently by the Department of Commerce as the first U.S. port to do this.



UP GOES THE FLAG in Galveston after the large port there was honored by the Department of Commerce. The port make a major contribution to Government efforts to increase sales overseas.

Also recognized was the port's regular policy of assigning port-operated railroad switch engines for special switching duties, frequently allowing cargo to be loaded aboard a steamer sailing the same day as the arrival of the cargo in port.

The ability of the port to make ship-side transfers directly between open top rail car or motor vehicle and ship has enabled exporters and importers to make substantial savings in overall quotations.

The Commerce Department recently presented the Port of Galveston with an "E" award for its export promotional activities. Nicholas Johnson, U.S. Maritime Administrator, made the presentation in Galveston to Galveston Wharves General Manager C. S. Devoy and to Port Director W. H. Sandberg.

Since 1825

The port has been in operation since 1825, shortly after Stephen F. Austin, the "father of Texas," described Galveston as "a highly interesting seaport and the best in the state."

Industry participants chosen for mission to Poland, Rumania

Five prominent businessmen to spur trade expansion; U.S. firms asked to consult with members in advance

The appointment of five prominent businessmen to serve on the U.S. Trade Expansion Mission to Poland and Rumania has been announced by Secretary of Commerce John T. Connor. The Mission, to visit the two countries Sept. 18—Oct. 16, is to be briefed in Washington the week of Sept. 7.

Members of the Mission are: Nils Anderson Jr., board chairman, Debevoise-Anderson Co., and president, Port Ore Processing Co., New York; Thomas P. Collier, president, Thomas P. Collier & Associates, Los Angeles (was founder and president of Motorola Overseas Corp., and former international vice president of General Electric);

Michael J. Deutch, consulting engineer and international expert on petrochemicals and synthetic fibers, Washington, D.C.; James O. Ellison, president, Harron, Rickard & McCone Co., San Francisco (past president of the American Machine Tool Distributors Association, San Francisco); and Thomas G. Wyman, agriculturalist in diversified products and director Brubaker Tool Corp., New York (former Assistant Secretary for Domestic and International Business, U.S. Department of Commerce).

Interest is increasing among U.S. businessmen in the potentials offered through expanded trade with Poland and Rumania, where there has been relative lack of familiarity with U.S. products. The Mission will offer interested firms a chance to explore export opportunities with potential Polish and Rumanian buyers.

The Mission members are business leaders in the following fields: Chemicals and plastics, equipment for ferrous and nonferrous metal industries, power-generation and electrical equipment and components, machine tools, and agricultural equipment for large and small scale farming.

Firms invited to write to Mission

U.S. firms seeking sales or representation or specific marketing data in these areas of commercial potential on which the pioneering Mission will concentrate are invited to write the Director, U.S. Trade Expansion Mission to Poland and Rumania, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

An unusual opportunity will be afforded U.S. companies to use the industrial experts on this Mission as catalytic agents for new business relations between U.S. industries and those in Poland and Rumania. The members can be equipped with the detailed interests of those firms prepared to do business within the limitations of export controls.

Letters to the Mission Director will be followed by personal discussions between the interested U.S. firms and individual Mission members, to document specific proposals that can be presented to the agencies of Rumania and Poland. Therefore, firms are requested to supply initial data on commodities or services they wish to offer, on arrangements and representation they would accept, type of industry best suited for their products, the credit they might or might not extend, and descriptive information such as catalogs and pricelists.

A detailed report covering the Mission's operation abroad will be published in INTERNATIONAL COMMERCE later this year.

NYU to hold trade seminar

"Selling your Products Abroad," a foreign trade seminar offered by the Management Institute of New York University's Division of General Education, will start its 12 weekly sessions on Tuesday, September 28, at 6:15 p.m.

Under the direction of Conrad K. Osterman, former acting manager of the New York Field Office of the U.S. Department of Commerce, the seminar will cover such topics as how to organize for foreign trade, U.S. and foreign government regulations, preparation of shipments, current marketing methods, credit and collection, and banking facilities at home and abroad.

Further information may be obtained from The Management Institute, New York University, 10 East 8th Street, New York 3, New York.

TIMBER—The Georgia-Pacific Corporation, Portland, Ore., has announced its entry into South America with the purchase of Companhia Amazonas, based in Portel, Brazil. Companhia Amazonas owns 640,000 acres of timber and timberlands and a veneer plant in Brazil. Veneers from adjacent virola and sande timberlands will be peeled in Brazil for shipment to the United States and processing in Georgia-Pacific hardwood plywood plants.

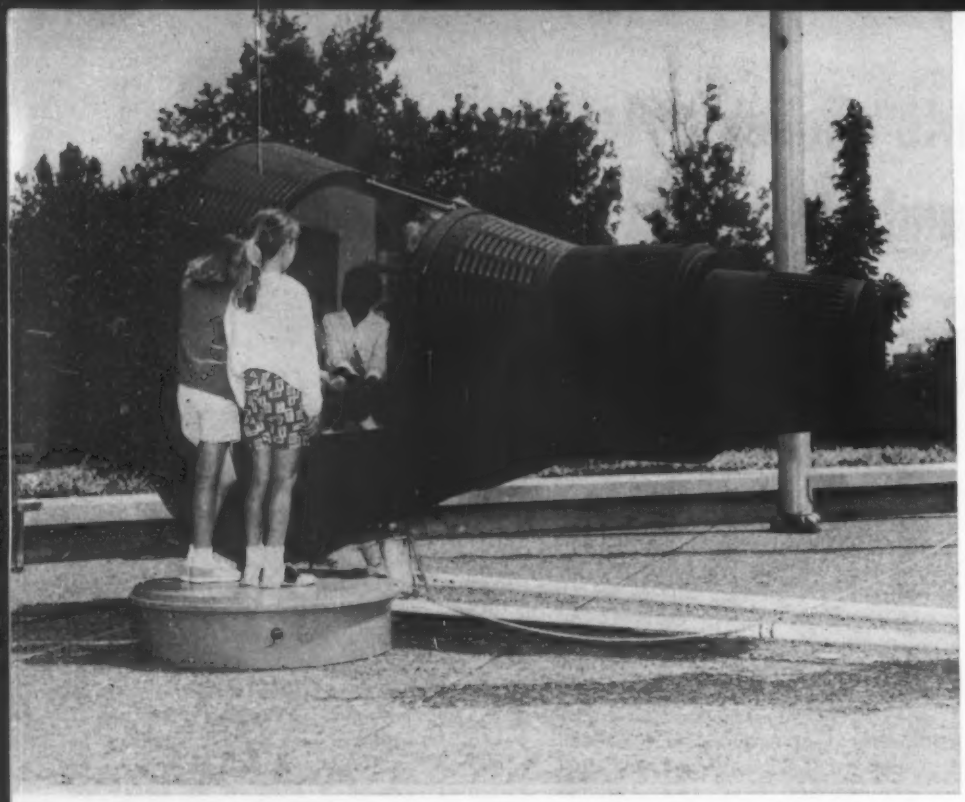
BUSINESS MACHINES—The formation of its 29th international company, this one in Madrid, Spain, has been announced by Burroughs Corporation, Detroit, Mich. The Spanish company, third to be established by Burroughs in the past twelve months, will have branch offices in Barcelona, Bilboa, Seville and Valencia.

COMPUTER SYSTEMS—Shipment of the first EAI 8800 Scientific Computing System, manufactured by EAI, West Long Branch, New Jersey, has been made to The Commonwealth Scientific and Industrial Research Organization, Melbourne, Australia. Valued at more than $250,000, the computing system will be used for industrial and scientific research.

INDUSTRIAL CLUTCHES—Expansion into Latin America has been announced by Fawick Corporation, Cleveland-Based manufacturers of industrial and recreation products. Fawick de Mexico, established jointly by citizens of Mexico and Fawick Corp., will handle the complete line of Fawick industrial clutches and brakes in Mexico and in Central and South American countries.

STEEL CARGO VESSEL—Construction of a 178-foot, $200,000 steel cargo vessel, on a contract awarded by Narwhal Ltd., a Bahamiam shipping company, has been announced by Gulf-Tampa Dry Dock Co., of Tampa, Florida. The keel of the vessel will be laid this week with launching set for sometime in December.

INSURANCE—The American Foreign Insurance Association has opened its 21st branch office in Coimbatore, India. Four AFIA member companies, The American, Great American, Hartford Fire and The Home, are doing business in India.



Visitors to the U.S. exhibit in Algiers Fair will be offered simulated space flight in Mercury capsule.

U.S. exhibit in Algiers put on crash basis

Thirty-five days before opening, the United States made a crash decision to mount an exhibition at the Algiers International Fair, September 4 to 19.

The exhibition was undertaken in response to the cordial invitation from the new Algerian Government.

NASA, USIA and the Commerce Department's Bureau of International Commerce together with representatives of industry have combined resources to plan and develop the late entry pavilion. Theme for the exhibit will be "U.S. Progress in Space."

The exhibit is being assembled from parts of a traveling exhibit now in Africa. One special attraction will be an animated Mercury capsule simulating the sensation of a flight from earth. The Mercury is mounted so that its nose rides up and down, and a motion picture film, rear projected onto the forward port shows the Earth as it would look to an astronaut in orbit. The sound track narrates the progress of the orbital flight.

To answer a special request from the post, the U.S. pavilion will also house several late-model automobiles and a display of electronic and educator toys.

West Germany, France, Russia and China will be among the countries mounting the major exhibitions at the fair.

Connor names four career employees to Commerce posts

New officials experienced in international trade matters

Secretary of Commerce John T. Connor has announced the appointment of four new officials in positions concerned with international trade.

Stanley Nehmer, a career Federal employee with more than 20 years' experience as an international economist, is to be Deputy Assistant Secretary of Commerce for Resources. As Deputy to Alexander B. Trowbridge, Assistant Secretary of Commerce for Domestic and International Business, Nehmer will, in this newly created position, have primary responsibility for textile programs in the Department.

Nehmer will assume the duties and responsibilities for this area which have been under the direction of James S. Love, Jr., Special Assistant to the Secretary for Textile Programs. Love has resigned to return to Burlington Industries in New York City where he was employed when he joined the Department of Commerce in 1962.

In addition, Nehmer will be responsible for Departmental programs relating to other resources such as international commodity agreements, petroleum import policy and industrial materials stockpiling. He will begin his new duties in the Department on September 7.

New BIC chief

Lawrence A. Fox, a career Commerce Department employee with more than two decades of experience in world trade, will be the Director of the Bureau of International Commerce (BIC). Fox succeeds Eugene M. Braderman, who is to become Deputy Assistant Secretary of State for Commercial Affairs and Business Activities in the State Department's Bureau of Economic Affairs.

For the past 2½ years Fox has been director of the Office of Commercial and Financial Policy in BIC. In this post he has made major contributions to the Department's work on the "Kennedy Round" of trade negotiations.

Fox has been with the Department of Commerce since 1949. He has represented the Department at many international meetings concerned with foreign economic relations.

BDSA deputy

Forrest D. Hockersmith, also a career employee, has been designated as Deputy Administrator of the Business and Defense Services Administration (BDSA). He succeeds James F. Collins, named Deputy Assistant Secretary for Domestic Business Policy on June 15.

Since joining the Commerce Department in 1948, Hockersmith has held various posts in export control activity. Since 1961, he has been Director of BIC's Office of Export Control.

Appointed to succeed Hockersmith as Director of the Office of Export Control (OEC) is Rauer H. Meyer, who began his Government career as an economist with the Office of Price Administration in 1941. He has held increasingly responsible positions in the Department's export control activity since those functions were assumed by Commerce in 1945, serving as Deputy Director of OEC since 1960.

Report genuine progress

Secretary commends business community for comprehensive effort to reduce flow

The balance of payments showed a significant improvement during the second quarter of 1965, the U.S. Department of Commerce announced.

It was the first quarterly surplus in international payments in eight years.

Measured by the changes in reserve assets and in all liquid liabilities, the balance in the second quarter was positive by $248 million. Adjustments for seasonal variations raise this amount to nearly $300 million. This compares with a negative balance of about $690 million in the first quarter of the year.

The Department's Office of Business Economics also noted that U.S. gold holdings dropped $590 million during the period—$330 million of it through sales to foreign monetary authorities.

At his news conference August 17, Secretary of Commerce John T. Connor said that while the second quarter benefited from a number of temporary factors, including the acceleration of exports after the settlement of the dock strike, the achievement undoubtedly also reflects genuine progress under the President's program to improve the balance of payments. "A good deal of the credit for this progress to date belongs to the Nation's bankers and businessmen, and all of us commend them for their efforts," the Secretary said.

Initial data

It will be another month before the Department has comprehensive second quarter data on the 600 companies participating in the voluntary program, but a sizeable sample of replies suggests that:

- The repatriation of short-term financial assets by corporations, which amounted to about $240 million during the first quarter, continued during the second quarter. While the pace seems to have slackened, this inflow of funds contributed to the surplus.
- The repatriation of income from developed countries, which has been rising, is being accelerated. Income from direct investment climbed to over $1 billion during the first quarter, and further gains probably occurred during the second quarter.
- The record outflow of direct investment, which attained an annual rate of $4 billion in the first quarter, has clearly slowed down. Yet, because of the substantial volume of projects companies had underway when the program began, it will be well into the year before much of the results of restraint on direct investment begin to appear in the statistics.

Seek funds abroad

The Secretary said that when the voluntary program was launched, it was understood that many companies could not readily postpone or cancel projects without seriously disrupting their operations abroad. For this reason, they were urged to obtain as much as possible of their financial requirements from sources in developed countries. The latest information shows that a large number of corporations are seeking funds abroad, and many are finding accommodation for at least a substantial part of their need.

"Nevertheless," he said, "we have urged the companies to make still greater efforts to finance their projects without drawing on their U.S. bank accounts. The need for this greater effort is clear."

Based on replies received by the Commerce Department in May and June, the plans of U.S. firms for plant and equipment expenditures abroad showed a substantial rise in outlays this year—up to 20 percent over 1964. American companies spent $6.1 billion to expand or replace foreign production facilities in 1964. They expect to raise this to $7.3 billion this year.

Most of the step-up in investment plans is by manufacturing firms, which are raising their outlays by $800 million, or about 28 percent, this year compared to last. This means that aggregate foreign outlays in the manufacturing industries will amount to $3.7 billion. Gains are reported for all major lines of manufacturing, with notable increases in chemicals and automotive products. Another substantial rise is reported by petroleum companies, which expect to expand their foreign outlays by $300 million to $2.3 billion.

Western Europe continues to attract the greatest share of capital outlays by U.S. firms. In 1965, a rise of about $500 million is scheduled which would lift such expenditures to approximately $2.6 billion. Gains are mainly in the Common Market countries.

U.S. firms are also expanding their capital outlays in Canada, in line with the strong growth rate of the Canadian economy. A rise of about $300 million in 1965 is projected, very largely in manufacturing.

More complete data and analysis on these developments will be published in the September issue of the Office of Business Economics *Survey of Current Business*, and will be available from Field offices of the Department of Commerce, or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402 at an annual subscription price of $6.00 including weekly supplements; single copy 45 cents.

Secretary Connor emphasized that the very high rate of capital outlays for foreign plants now contemplated by U.S. industry carries with it the possibility of an increased outflow of funds from the United States.

"To avoid this prospect, it is vital that the firms borrow or otherwise raise financial resources abroad on a much larger scale if they are to proceed with their investment plans and still minimize the adverse impact on our balance of payments," he said.

West Berlin's economy roars through first half of '65

The West Berlin economy in 1964 experienced its best year since the construction of the Wall, and continued to grow at an impressive rate during the first half of 1965.

Favorably affected by an increase in public orders, Berlin's gross national product (GNP) expanded by 11% (7-8% in real terms) over the first six months of 1964, according to preliminary estimates by the German Institute for Economic Research in Berlin.

Economic growth during the second half of 1965 could be as great as 12%, higher than the increase predicted for the rest of the Federal Republic during 1965.

54 manufacturers to show products at Bangkok Center

Stable currency, ample reserves enhance lucrative Thai market

Fifty-four U.S. manufacturers from 20 states will show and sell their products in a hotel, restaurant and apartment house equipment show at the Trade Center in Bangkok Sept. 29-Oct. 15.

The show was planned by the Commerce Department's Bureau of International Commerce (BIC) after a market survey indicated a $10-million market for contract furnishings, builders' hardware and institutional catering devices in Thailand.

This lucrative market is enhanced by a stable currency, ample gold reserves and foreign exchange holdings, liberal licensing and exchange controls, and an expanded program of building and modernizing commercial buildings.

A number of the exhibits in the U.S. show will operate for the benefit of visitors.

For example, a model commercial kitchen, comprising ranges, ovens, steam table and a machine for barbecuing chickens, will be utilized to prepare both American and local dishes. A snack bar will offer grilled hot dogs and hamburgers, and will dispense both carbonated and still beverages from an operating soda fountain.

A commercial doughnut-making facility will turn out both raised and cake doughnuts. There will be frosted, glazed and sugared varieties.

A typical U.S. laundry will demonstrate commercial size washer, extractor, dryer and ironer. A coin-operated laundry also will be in operation.

Other features will be a complete model hotel/motel efficiency apartment decorated in an Oriental motif.

Production Engineering Show set next month in Chicago

A $20-million exhibit of the controls which permit factories to turn out products at faster and faster rates and at lowered costs will be the main feature of the Production Engineering Show at McCormick Place, Chicago, Sept. 21-29.

About 20,000 items—many of them never before shown publicly—will be demonstrated under simulated factory conditions for the benefit of industrial executives from every continent. Clapp & Poliak, Inc., New York exposition management firm, produces the event.

The show, along with its twin exposition, the Machine Tool Show, which will be held at the International Amphitheatre, Chicago, Sept. 20-30, constitutes one of the largest single-industry expositions ever to be held in this country. The twin events are held every five years.

The Production Engineering Show will demonstrate computation and control equipment; machine components; inspection, gaging and testing equipment; materials handling equipment; auxiliary equipment and supplies; safety equipment; intra-plant communications equipment, and special production equipment.

Chicago furniture-maker to join 13 other companies at trade fair in Cologne

Western/Stickley Table Co. of Chicago has joined 13 other furniture manufacturers as an exhibitor in the U.S. pavilion of the Cologne International Furniture Fair to be held in Cologne, Germany, Jan. 25-30, 1966.

As one of the world's largest manufacturers of living room tables, Western/Stickley has joined the other furniture producers in the Government-approved trade mission in order to investigate the export market and the corresponding possibility of increasing overseas business.

The American pavilion at the Cologne Fair will be 25,000 square feet. Theme of the exhibit building will be "Here's How They Live In America."

Participating manufacturers are expected to meet shortly with a Government-appointed firm to discuss the design and construction of the building and its interior.

Other furniture manufacturers who will exhibit at the Cologne Fair include: Blowing Rock Furniture Industries, Brandt, Broyhill Furniture Factories, Cherokee Furniture Co., Drexel Furniture-Heritage Furniture Cos., Hickory Chair Co., Kent-Coffey Manufacturing Co., The Lane Co., La-Z Boy Chair Co., Pennsylvania House Furniture Co., Selig Manufacturing Co., Sprague & Carleton, Inc., and Thomasville Furniture Industries.

Education lab show opens in Stockholm with 19 exhibitors

Trade Center show to coincide with language teachers meeting

Nineteen U.S. manufacturers of educational and training equipment have launched a hard-hitting sales campaign in Scandinavia this week by exhibiting their newest devices in the Trade Center in Stockholm.

The educational laboratories and systems show, which will run through Aug. 26, is part of the drive by the Bureau of International Commerce to increase sales of U.S. products and services in the world's most profitable markets.

Share not too large

The United States has 25% of the Western European market for educational and training aids but only 10% of the Scandinavian market.

Products to be displayed and demonstrated include language teaching devices, 16-mm. sound movie projectors, closed circuit television cameras, photographic equipment, audio-visual aid systems, and other training equipment.

The Trade Center show will coincide with Lingua 65, the world congress to be held Aug. 16-25 in Uppsala, Sweden, by the International Association of Modern Language Teachers. Many of the congress participants are expected to view the U.S. show.

Plan three more

The Stockholm Center, which was opened March 16 of this year, is one of six centers designed to provide U.S. exporters with a variety of commercial services. Others are in London, Bangkok, Frankfurt, Tokyo and Milan.

Three more shows are planned at the Stockholm Center this year: photographic equipment, Sept. 21-Oct. 1; commercial laundry and dry cleaning equipment, Oct. 20-29; and plant and equipment maintenance, Nov. 23-30.

Write: Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Lebanese importers take a good look at office supplies

Trade association sets precedent at Beirut Sample Display Service

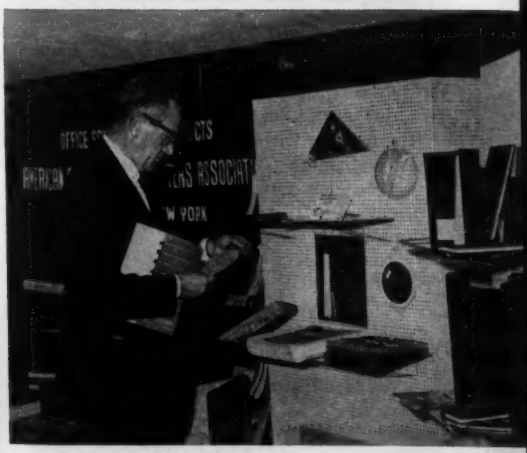
Nine members of the American Office Supply Export Association (AOSEA) recently spread their wares out for importers in Lebanon and surrounding lands to see.

In using the Sample Display Service in Beirut, the AOSEA became the first U.S. trade association to use the low-cost 30-day service. The U.S. Embassy in Beirut called the exhibit successful even though it was not a large one.

U.S. firms have been urged to enter the Lebanese market, sometimes called the show window of the Middle East. If a product sells well there, chances are that it will have the same success in neighboring countries.

The Sample Display Service has been operating since the first of this year. The showcase in Beirut was the first to open, and was later joined by three others: in Bangkok, Manila and Nairobi.

U.S. commercial officers had their hands full at the display, among them Richard H. Jabbour (top photo, right) and John C. Weisert (middle photo, second from right) as Lebanese importers came to see what the AOSEA has to offer. The bottom photos show a general view of the display area and a Lebanese importer of office supplies examining sample products.



CHILE

Reform bills presented

Government also making some progress in efforts to curb inflation

The presentation of a series of bills which incorporate a substantial part of the Administration's economic reform and stabilization program was the predominant event in Chile during the second quarter of 1965.

Favorable economic developments included marked progress in reducing imports and the fairly successful Government effort to hold price increases to 25% and wage increases to 38.4%.

The effects of continuing lengthy strikes in two key industries—steel workers and government port workers—are being felt with increasing intensity by others sectors of the economy.

Emergency reconstruction projects in the area devastated by the earthquake last March were successfully completed, and President Eduardo Frei has declared the emergency officially ended.

As the quarter ended the President, accompanied by Minister of Foreign Affairs Valdes and Governmnt Development Corporation (CORFO) Vice President Saez, began a visit to Italy, France, England and Germany. Although Frei was not actively seeking aid from these countries, it appears that his visit has generated some European interest in increasing assistance to Latin America in general and Chile in particular.

The Frei Administration, to implement its sweeping program of reform legislation, has submitted a number of bills covering constitutional and administrative reform, housing, copper and utilities legislation, agrarian reform, and earthquake reconstruction financing.

Of particular interest at the close of the quarter was the pending copper legislation, which would ratify the negotiated agreements between the Chilean Government and the American-owned copper companies.

Agreements' provisions

These agreements provide for Chilean Government participation in the control of the mining enterprises and for large investments to increase productive capacity.

The copper bill was approved by the Chamber of Deputies on June 24, and is now under consideration in the Senate, where the Government faces stiff opposition. The Administration is pushing hard to secure early passage of this bill.

Preliminary data for the first four months of 1965 showed imports at $162.1 million, down from $183.1 million in the same period of 1964. Exports for the first quarter were $145.1 million, up from $136.7 million in 1964. Twelve-month weighted projections based on these figures indicate 1965 imports of $538.5 million (compared with $608.8 million in 1964) and exports of $656.1 million (compared with $625.8 million in 1964).

The U.S. share of Chile's imports through April amounted to 34.3%, compared to 36.6% in 1964.

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Strikes cut imports

Chilean imports, especially from the U.S. were unseasonally low during the first part of the year, due in part to extended dock strikes in both countries. The Central Bank is continuing to reject imports when total import applications for a calendar month exceed the prior twelve-month average by more than 5%.

There has been a reduction in commercial arrearages, and the Government's continued efforts to reduce imports should produce further improvements. Commercial payments, especially to United States suppliers paid from the $80 million AID Program Loan, can usually be made with only the mandatory delay of 120 days following shipment of merchandise.

Recent cases in which serious delays have been encountered have been due primarily to the pinch of inflation, tight credit, and rising labor and other costs keeping importers from making prompt deposits in escudos.

Foreign investments have begun to flow in again following the uncertainties before the congressional elections. New U.S. investments include increases in copper refining capacity by the Chile Exploration Company and the Andes Copper Mining Company, and ski resort construction by Purcell and Aldrich.

Among new U.S. investment applications are an Esso Industrial plan for a plastic and chemical plant, and a planned investment by Crown Cork and Seal Company and Foreign Manufacturers Finance Corporation in machinery to manufacture crown tops for containers.

Private efforts welcome

President Frei has repeatedly called for private enterprise's cooperation in achieving the goals of his program. He welcomes the participation of private enterprise in Chile's economic and social reform, and has asked the support of private business in holding price increases to 25%.

Data released by the Statistical Office indicate that the cost of living rose by 8.9% during the second quarter, somewhat more than the 6.2% increase registered during second quarter 1964 and the 7.9% rise for the comparable period of 1963.

Nevertheless, the total increase in consumer prices for the first half of 1964 has been only 16.6%, a marked improvement over the 23.8% price jump during the first half of 1964 or the 21.4% increase in 1963.

As part of its all-out campaign against inflation, by which it hopes to hold price increases to 25% this year, 15% next year, and 10% by 1967, the Government has established a National Headquarters Against Inflation.

The price level during June was very encouraging. Although there have been modest declines in the general price level in recent years, the cost of living index advanced a bare 0.1% in June, the lowest monthly increase since February 1960. The dip in food prices was mainly responsible for the cost of living standstill.

Total holdings of gold and foreign exchange by the public banking system at the end of June increased by $31.6 million over the January 1 level of $98.7 million.

The net international reserve position of commercial banks improved another $19.4 million over the same period, largely reflecting a sharp decline in foreign exchange liabilities with correspondent banks.

When the reduction in commercial arrears through the end of June is taken into consideration, it is quite likely that the adjusted net international reserve position of the monetary system was even stronger at the end of the first half.

Most disturbing note

The expansion in the means of payment thus far during 1965, following as it does an increase of 51.3% in the money supply during 1964, offers the most disturbing note among financial developments. The money supply had increased 30.2% by June 31, surpassing in only six months the Government's announced goal of a 30% maximum expansion in means of payment for the entire year.

Movements in the price level, as already cited, have not registered any close relation to the growth in money supply during the first half of 1965. In the past the Central Bank has observed that the price level-money supply relationship is much closer when measured by changes in the wholesale price index. Between March 1964 and March 1965, wholesale prices increased by 20.6%, compared with an increase in money supply of 26.4%.

The foreign exchange markets continued to be marked by modest depreciation of the escudo during the second quarter of 1965. The average depreciation for all buying rates was 5.8%, compared with 16.3% for 1964.

Credit expands

Published Central Bank data indicate that the volume of Central Bank credit to the State Bank and private banks expanded 79.6% during the first half of 1965. Central Bank credit to the general public rose 29.4%, while the extension of credit by the Central Bank to the Government and to semi-autonomous agencies rose 26.1%. The 124% increase in credit to the State Bank in part reflected the Government's attempts to increase credit to marginal areas hitherto denied access to bank funds.

Chilean copper prices rose by one cent per pound to 36 cents as of May 1. The move took place after a study by Chile's Copper Department showed the difference between the London Metals Exchange and producer price quotations was based on an actual shortage of the commodity, rather than on speculation as had first been assumed. The Government announced that it would maintain a "flexible" pricing policy, thus permitting it to follow the market situation closely.

Use or forfeit

Weaknesses in the Mining Code which allow potentially valuable mineral deposits to be held for long periods without exploitation have prompted official action. The Government is now drafting legislation to amend the code so that holders of mineral claims must actively work them or lose the deposits.

The Chilean Government announced that it will initiate construction of the country's first petrochemical installations. The initial stage of the Government's program calls for the construction of four plants designed to use by-products of the soon-to-be-completed ENAP (Government Petroleum Enterprise) refinery at Concepcion. The installations will produce ethylene chloride, caustic soda, polyethylene, and polyvinyl chloride. Savings of foreign exchange through domestic production are estimated at $11 million annually.

The severe *anchoveta* shortage that has plagued the new Chilean fisheries industry for the better part of two years continued during the second quarter, placing the industry and the local economy it supports into a severe crisis. Of more than 5,000 people formerly employed in the plants and boats, over 50% were out of work.

January-May figures show a total catch of 253,000 tons and fishmeal production of 42,000 tons, less than half of 1964's and one-third under that for 1963.

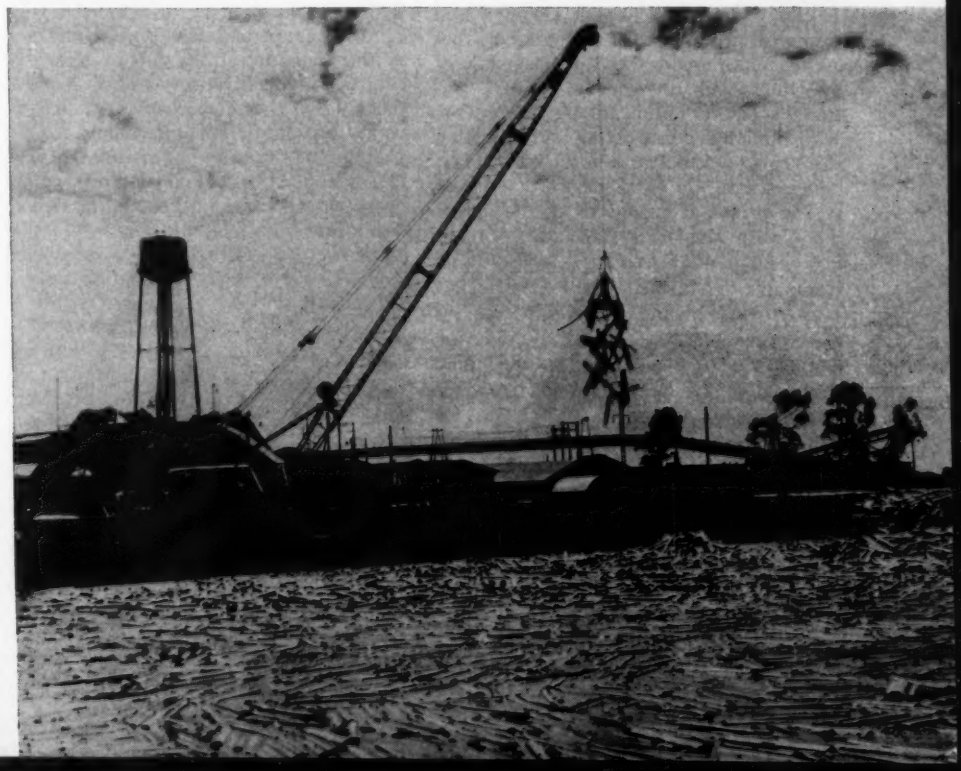
Official assistance measures have included a moratorium on debts owed by boat and plant owners. While providing some relief, these measures have largely skirted the basic problem of over-concentration and over-expansion.

If the *anchovetas* return in sufficient number the industry may yet recover; but if not, a sizeable and costly retreat is anticipated.

To ratify agreements

During its current session the Chilean Congress is expected to ratify agreements reached between the Government of Chile and the American-owned telephone and electric companies. These accords, along

THERE'S ALWAYS room for a dozen more in the log storage lake at this Concepcion newsprint plant.



STRICTLY FOR DIVERSION, these Chilean workers construct a diversion tunnel for a power project.

with the copper agreements, reflect the Govenment's policy of increasing Chilean participation in, and control over, the country's basic resources and utilities, while simultaneously encouraging increased investment and service.

The agreement with International Telephone and Telegraph's Compania de Telefonos de Chile (CHILTELCO) provides for **(1)** 49% Chilean ownership and management; **(2)** a five-year, $125-million expansion program designed to increase the number of phones per 100 inhabitants from 2.8 to 4.4; **(3)** increased domestic production of CHILTELCO's material requirements; and **(4)** sharing of functions with the newly created National Telecommunications Enterprise, with the latter constructing and operating the "backbone network" and CHILTELCO concentrating on local service.

The principal provisions of the agreement with the American and Foreign Power Company (AMFORP) regarding its Compania Chilena de Electricidad (CHILECTRA) include: **(1)** purchase by the Government of AMFORP's holdings of CHILECTRA stock plus part of the company's debt for $34.4 million; **(2)** reinvestment by AMFORP of $29.4 million in Chilean development projects of the company's choice; and **(3)** guarantee by the Government of the repayment in dollars of an additional $52.1 million in CHILECTRA debt to its parent plus a release of AMFORP from obligations to CORFO and the Export-Import Bank incurred through CHILECTRA.

In transmitting the CHILECTRA bill to the Congress, President Frei emphasized the rapid growth of electric power capacity in Chile (projected to reach 1.25 million kw. by 1967), and the increasing share of that amount provided by ENDESA, the national power company (69% by 1967). Second quarter events relating to the expansion of the national power company included: a CORFO loan for the completion of the Chapiquina hydroelectric plant and the amplification of distribution systems in Atacama and Antofagasta provinces; the initiation of full-capacity generation (16,000 kw.) at the Huasco thermoelectric plant in Atacama province; announcement of the planned construction of a 100,000 kw. thermoelectric (coal-consuming) plant near Concepcion; and the continuation of preliminary work at the giant (400,000 kw.) El Toro hydroelectric plant, which will also serve the growing Concepcion industrial complex.

Two new AID credits were granted to Chile by the United States during the second quarter: a $6 million loan to CORFO which will be sub-lent to private Chilean companies to expand existing plants and construct and install new production facilities; and a $3.65 million credit to a private cooperative development bank.

Other Alliance for Progress credits previously granted to Chile during 1965 include the $80 million AID program loan; a $3.3 million AID rural electrification loan; and Export-Import Bank, U.S. Treasury, and World Bank loans totaling $24 million.

The following Overseas Business Reports have been published recently by the Publications Division of the Bureau of International Commerce, and are available to readers of International Commerce magazine:

Basic Data on the Economy of Nicaragua. OBR 65-42. 22 pp. Describes the structure of the Nicaraguan economy, the major industries, utilities, transport, communications, the labor force, the financial system and the Government's role in the economy. The foreign trade pattern and the trade outlook for the U.S. are also reviewed.

Basic Data on the Economy of Peru. OBR 65-46. 22 pp. Contains the same basic types of information as OBR 65-42, above.

Foreign Trade Regulations of Yugoslavia. OBR 65-49. 8 pp. Outlines the Yugoslavian trade policy, import tariff system, sales and other internal taxes, necessary documentation and fees, labeling and marketing requirements, special customs provisions, non-tariff import controls, export controls, and U.S. controls affecting trade with Yugoslavia.

Market Factors in Austria. OBR 65-51. 10 pp. Describes the scope and nature of the Austrian market, the competition likely to be encountered from the Austrian Government and domestic business, and gives an analysis of the market for selected commodities and services.

Foreign Trade Regulations of the Syrian Arab Republic. OBR 65-52. 8 pp. Contains the same types of information as OBR 65-49, above.

Overseas Business Reports are available for 15 cents per copy from the Superintendent of Documents, U.S. Gov't Printing Office, Washington, D.C. 20402.

Subscribers to this magazine can obtain single free copies of any OBR described herein by writing to the Sales and Distribution Section, Dept. of Commerce, Washington, D.C. 20320, within 15 days after the publication date of the issue.

Investment activity spurs hopes for Costa Rican economic upswing

Severe monetary problems are partly due to heavy trade deficit; Firestone renounces special treatment for tires from new plant

The Costa Rican Government approved 28 investment contracts during the second quarter, brightening the outlook for an economy which experienced some seasonal commercial decline.

The vacancy at the head of the Ministry of Industries was filled, bringing an end to a six-month logjam in the awarding of industrial contracts. While the amount of new investment involved is modest, the implications for the general investment climate and the economy at large are significant.

There is rising public and private investment activity, a favorable level of commercial activity especially in building supply sales and certain export sectors, and considerable construction activity.

However, cumulative Central Government expenditures have slightly exceeded revenues in 1965. The Central Government defaulted briefly on payments on the internal and external debts during the quarter, but resumed service of all obligations, except Export-Import Bank loans, during the first part of July.

The Central Government will not have the budgetary authority to make payment on the Export-Import Bank loans until some pending bond legislation is passed. Export-Import financing of regular commercial shipments to Costa Rica is not affected.

International reserves were $19.2 million at the end of June, some $9 million below a year ago. As $7 million has already been drawn this year under the current IMF standby arrangement, the deficit on current account is more troubling than the level of reserves would indicate. In an unpopular decision, the Central Bank has said it will not authorize the traditional special credit ceiling for Christmas imports, in order to "maintain the value of the currency."

Trade deficit

As indicated by preliminary foreign trade figures of the Central Bank of Costa Rica, Costa Rica's monetary difficulties are partly due to a significant trade deficit which amounted to $4 million during the first quarter of 1965.

A substantial drop in coffee earnings accounts for a low $31.5 million in total export earnings during the first quarter, compared with $36.5 million last year. The low export earnings occurred despite the dramatic increase in chemical fertilizer exports, which accounted for 5.6% of the total and are challenging beef products as Costa Rica's third most important export (coffee is first with 49% and bananas second with 21%).

Keeping pace

First quarter imports appear to have kept pace with record commercial activity, (which has since slackened) reaching a record level of $35.5 million, compared with $30 million for first quarter 1964.

The United States bought approximately 55% of Costa Rica's total exports. Although no breakdown of imports by country of origin is available, it is believed that the United States share of the import market remained roughly 45%.

Expansion of exports received substantial attention as a means of improving the nation's balance of trade. The Central Bank encouraged formation of a committee to develop a program for increasing Costa Rican exports, especially to Central America. The committee contains representatives of the Chamber of Commerce, the Chamber of Industries, the Planning Office, and the commercial banks.

CLIMBING INTO DAYLIGHT, a Costa Rican workman leaves a shaft at the Rio Macho hydroelectric plant. Increased availability of electric power is a major factor in attracting foreign investors to Costa Rica where the outlook is cautiously optimistic.

The President has signed into law a barter bill designed to widen trade prospects. The authors of the bill had Eastern European markets in mind, although the possibility of expanded trade with free-world countries lacking international reserves was also mentioned.

The law authorized barter transactions, individually licensed by the Ministry of Economy and Finance, which have the prior approval of the Central Bank.

Information regarding the goods to be traded in the barter transaction must be provided, and the laws of foreign trade must be respected. Any unfavorable swing against Costa Rica may not exceed five percent.

The law does not add any trading advantage to the rights granted by existing legislation.

Another development regarding trade with the Soviet-Bloc countries was the visit in early July by an East German Official to buy coffee. Also, the Yugoslav Commercial Counselor in Mexico visited Costa Rica in April to press for early signing of the Costa Rican-Yugoslavian trade agreement which has been held up due to conflicting views regarding procedures for payment.

Last-minute negotiating difficulties have also indefinitely delayed signature of the Costa Rican-Polish trade agreement, once expected to be completed by May.

Industrial developments

Various recent industrial developments may generate commercial opportunities. The continuing expansion of intra-CACM trade has sharpened competition in Costa Rica for third country suppliers of consumer goods such as apparel and foodstuffs. However, Costa Rican industries even in the context of Central American integration, has increasing needs for non-CACM products.

U.S. exporters should be alert to switch their emphasis from consumer products to industrial machinery, equipment, and raw material, and semimanufactures.

Some new industrial plants in the planning stage offering potential opportunities for foreign trade and investment. They will produce such items as plasticized cloths, cigars, cardboard and paper products, containers and stoppers, pro-

duction and assembly of hospital equipment, shoes, soles, drycells and batteries and balanced animal feeds.

Firestone engineers are seeking a location for the $5.8 million plant to produce tires for the Central American Common Market. The project is of special interest because Firestone renounced the clause in its industrial encouragement contract which obliged the Government of Costa Rica to gain access to the Central American Common Market for Firestone products on terms equal to those granted its competition in the market (GINSA in Guatemala).

Protest pays off

Two textile mills are in the works for Costa Rica, rather than the one previously reported planned by Salvador-based Japanese interests. The Costa Rican Textile Producers Union, representing manufacturers not included in the Salvador-Japanese project, launched bitter CACM-wide opposition to foreign investment. Some of these local interests are now negotiating with the Export-Import Bank of Washington for the purchase of $4 million worth of machinery for a 13,000 spindle textile mill of their own.

Major changes in United States industrial activity in Costa Rica were recently announced. Liggett & Meyers signed a licensing agreement with Tabacalera Costarricense, S.A., their factory representatives here for over 40 years, to produce L&M cigarettes in Costa Rica. The same day, United Fruit Company announced plans to buy Numar S.A., Costa Rica's largest producer of margarine, mayonnaise, and cooking oils, and to finance a $250,000 plant expansion so that Numar may sell to the entire common market.

Sluggish contractors

The Government is progressing on its several road programs, but Costa Rican officials are becoming increasingly concerned over inability of local contractors to meet time and quality specifications on road contracts.

The State-owned Pacific Electric Railway, which connects the port of Punarenas with San Jose and Alajuela, has requested bids on 25 flat cars. They will be used to expand the line's capacity and replace worn out units. This line, like all in Costa Rica, is 42-inch "British colonial" gauge.

The Legislative Assembly has granted the President spending authority against the $1.3 million AID loan to finance purchase of equipment for use on emergency works in the Reventado watershed area and against the $1.6 million AID loan to finance a cadastral survey.

Emerging nations prove good risks

World Bank cleared $136 million in fiscal '65, as total commitment to developing nations neared $9 billion

Lending development funds to the world's emerging economies is good business, as the World Bank's experience is proving.

The International Bank for Reconstruction and Development (World Bank) reported a net income of $136.9 million during the fiscal year ending June 30.

All goods and services procured with funds from World Bank loans must be obtained through international competitive bidding.

During the year, the Bank made 38 loans totaling $1,023.3 million, compared with a total of $809.9 million last year. The loans were made to Brazil (2), Chile, the Republic of China (2), Finland (2), Gabon, Honduras, India (3), Iran (2), Italy, Jamaica, Japan (3), Malaysia, Mexico, Morocco, Nigeria, Paraguay, Peru (2), Philippines (2), Portugal, Rhodesia and Zambia, Sierra Leone, Spain, Thailand (2), Uruguay, Venezuela (2) and Yugoslavia.

This brought the total number of loans to 424 in 77 countries and territories, and raised the gross total of commitments to $8,954.6 million. Cancellations, exchange adjustments, repayments and sales of loans had reduced the portion of loans still retained by the Bank to $5,966.8 million.

The Bank's executive directors have allocated $61.9 million from the year's net income to the Supplemental Reserve against losses on loans and guarantees, increasing it to $667.5 million. This increased the Bank's total reserves, including the Special Reserve, to $956.5 million. The executive directors recommended that the remaining $75 million of the year's net earnings be transferred to the Bank's affiliate, the International Development Association (IDA).

The IDA was founded in 1960 to provide loans on "softer" terms to nations which were unable to qualify for regular World Bank loans.

Gross income for the fiscal year 1965 was $267 million, compared with $219 million in the preceding year. Expenses, which included $107 million for interest on Bank borrowing, bond issuance and other financial expenses, totaled $130 million, compared with $122 million last year.

Disbursements on loans were $605.7 million, compared with $558.9 million in the preceding year. Cumulative disbursements stood at $6,590.1 million on June 30.

During the year the Bank sold or agreed to sell $106.2 million worth of its loans, compared with sales of $173.3 million last year. On June 30, the total of such sales was $1,884.7 million, of which all except $69 million had been made without the Bank's guarantee.

Repayments of principal received by the Bank during the year amounted to $136.5 million, and repayments to purchasers of parts of loans amounted to $163.2 million. Total principal repayments amounted to $1,886 million on June 30, consisting of $909.3 million repaid to the Bank, and $976.7 million repaid to purchasers of borrowers' obligations sold by the Bank.

Debt up too

On June 30, the outstanding funded debt of the Bank was $2,724 million, reflecting a net increase of $232.2 million in the past year. During the year the funded debt was increased through the private placement of bonds and notes totaling $198 million and 400 million German marks (equivalent to $100 million), and the public sale of $299.6 million worth of bonds.

The debt was decreased through the retirement of bonds and notes totaling $316.4 million, and by net sinking and purchase fund transactions amounting to $31.1 million.

Eight countries increased their capital subscriptions to the Bank during the year: the Dominican Republic by $5.3 million; the United Arab Republic by $35.5 million; Honduras by $2 million; Costa Rica by $2.7 million; Italy by $306 million; Malaysia by $83.3 million; Panama by $8.6 million, and the Sudan by $40 million.

On June 30 the subscribed capital of the Bank stood at an all-time high of $21,669.4 million.

Jamaica booms, but . . .

Stagnant agriculture and payment deficit mar otherwise bright outlook

Jamaican businessmen faced the future with optimism as their country entered its fourth year of independence on August 6. Except for agriculture, which has been stagnant, the principal sectors of the economy racked up substantial gains in 1964, and maintained their growth well into 1965.

The gross domestic product (GDP) measured in current prices, rose by 8.1% in 1964 to $770 million. Per capita income rose 5.2% to $389. The upsurge was paced by construction, with an estimated increase of 30% or better.

Business in general is better, investor confidence is strong, and the investment climate appears relatively good. Almost all economic indicators point to a level of economic activity which can be expected to exceed that of 1964.

There are a few cloudy areas, however, the most serious of which is the adverse balance of payments. The imbalance is due to the quickening pace of economic activity as well a worsening in the terms of trade as sugar and banana prices declined. The $43.7 million net deficit in 1964 was almost ten times higher than the 1963 figure, and the highest since 1959's $45.6 million.

The major item was the abrupt rise in the volume of imports, particularly food, capital equipment and raw materials. Increments in equipment and raw material imports are associated with the 1964 upsurge in investment and productive activity, while food imports rose in response to the additional consumer demand generated by rising incomes.

Imports up 25%

Jamaica's imports rose to $282.1 million in 1964, up 25% over 1963. Imports from the U.S. totalled $87.3 million in value, up 28%. The U.S. share of the import market rose from 30.3% to 30.9%, and in the latter half of the year U.S. exporters accounted for over 31% of all Jamaican import business.

Exports also rose, but by a considerably smaller amount. Export earnings increased by 8% over 1963, to $217.6 million. Exports to the U.S. amounted to $77.6 million, $12.5 million more than the previous year.

The deficit in visible trade was about equal to the combined export earnings of sugar, rum and molasses, and food imports alone cost more than the value of all the sugar shipped in 1964.

In an effort to bring the import and export figures more nearly into balance, the Ministry of Trade and Industry enacted a change in policy that is likely to have a considerable effect on the structure of the import trade.

Since March 1, a long list of items have been placed on the Specific License list, including almost every food for which there is a reasonably close local substitute.

Sharply curtailed

Imports of some items have already been sharply curtailed. Imports of food, especially packaged, canned, and frozen foods, will be reduced. Many consumer items currently imported will be manufactured locally. A ban on imports of cars with wheelbase length over 115 inches has also been effected and will limit sales of U.S. cars in Jamaica almost entirely to compact models.

Many U.S. exporters selling to Jamaica will lose business, even if imports remain high. The purpose of the restrictions, according to official announcements, is to both curb the outflow of foreign exchange and encourage domestic agriculture and industry.

Still a good market

Regardless of restrictions, Jamaica will remain a good market for U.S. products. Imports of capital equipment should rise, and imports of raw materials are almost certain to increase fairly substantially. Imports of building materials not produced locally and of builders' hardware should increase by 25% or better in 1965. Demand for agricultural machinery, fertilizer and chemicals should be comparatively strong.

An American exporter trying to enter the Jamaican market for the first time should insist that his local representative carry an adequate stock of his product.

The Jamaican customer is used to immediate delivery directly from warehouse stocks and the exporter who tries to sell

INDUSTRIES ARE SPROUTING along the reconstructed highway linking Kingston with Eastern Jamaica.

through an indent agent will find himself at a distinct competitive disadvantage.

American manufacturers of products which can be economically made in quantities which the Jamaican market can absorb may find local manufacture profitable, either alone or with a Jamaican partner. Protection against import competition as well as tax concessions may be obtained for a long list of items, and a number of large, well-reputed local firms would welcome partnership proposals from American companies.

Jamaica's favorable investment climate is reflected in the 21 new industrial plants that went into operation in 1964. Eighty-seven more new plants, representing an investment of $28 million, reportedly would be started in 1965 under the Industrial Incentive Law.

New plants for which plans seem definite include a flour mill, a cocoa processing plant and a tire factory.

Plans are also underway to establish a stock exchange in Kingston. Jamaicans hope the existence of such an exchange will stimulate investment in Jamaican industry by the middle income groups.

The feasibility of a secondary mortgage financing facility is being explored, and if it comes into being, home mortgages as an outlet for investment funds will immediately become more attractive.

Financial sector

The total net expenditure by the Government of Jamaica for fiscal 1964/65 was provisionally estimated at $165.5 million; revenues totaled $167.4 million, 74% of which was from taxation, with the remainder from loans and other receipts.

Customs collections contributed $38.9 million, up only $2.3 million over the previous year in spite of the sharp increase in imports. Customs receipts would have been much higher except for the sharp fall in imports of heavily-taxed petroleum products and cigarettes accompanying the opening of the Esso refinery and a new cigarette factory.

Excise duty collections rose from $19 million to $29.7 million; most of the increase coming from excise taxes on petroleum products from the new refinery, and on increased cigarette production. Income taxes produced $47.3 million, up $7.8 million.

The 1965/66 budget provides for total net expenditures of $180.9 million.

Construction activity in 1964 is estimated to have been about 30% higher than 1963. Local cement sales are reported to have risen 40%, and imports of construction materials 30%. Throughout the country there were 11,503 new electrical installations—residential, commercial and industrial—compared to 8,354 in 1963.

Major private construction projects included completion of Caribbean Cement Company's third kiln—part of a $8 million expansion program—completion of Esso's $12.6 million oil refinery, and continued work on the $14 million port development project.

Industrial growth

The manufacturing and processing sector of the economy's contribution to the gross domestic product at factory cost in 1964 amounted to $100 million, up 7.1% over 1963. Manufacturing and processing account for 14.3% of total domestic product.

Industrial groups which showed substantial percentage increases over 1963 included cement and clay products (31.7%), tobacco and tobacco products (23.7%), metal products and repairs (11.8%), and printing and publishing (13.8%). Sugar, rum and molasses declined 5.7%.

Bauxite production in 1964 exceeded 7.8 million tons, up 13.2% over 1963. New production by Alcoa Minerals (Jamaica) Ltd., which made its first shipment in November 1963, accounted for much of the increase. Exports of bauxite ore totaled approximately 6 million tons, about 4% over the 1963 figure. Alumina exports amounted to 768,000 tons, up 5.8%. All bauxite shipments went to the United States; all alumina to Canada.

Gypsum dips

Gypsum production amounted to 192,000 tons in 1964, down 15.8%. Exports rose marginally to 137,000 tons, while local sales increased by 5,000 tons to a record 18,000 tons. Stocks rose to 404,000 tons at the end of the year.

Jamaica had a record tourist year, with tourist arrivals up 13% over 1963. This trend continued into 1965, with visitor arrivals in January topping the previous one-month record (January 1964) 31,720 to 27,343. Tourist hotels were operating at or near capacity during the entire 1964-65 winter season.

The 1964 summer season was also the best on record, and current expectations are that 1965 will be an even better tourist year than 1964.

Jamaica increased sugar production and exports in 1964, but sugar earnings were significantly lower because of depressed world prices which averaged $128 per ton compared with $145 per ton in 1963. Sugar export earnings declined from $59.5 million (30.3% of total exports) to $55.5 million (26.2% of total exports). An April 1 estimate placed 1965 sugar production at 517,200 long tons (1964: 474,300 tons).

Seek broader market

Banana exports rose from 159,200 tons in 1963 to 174,590 tons in 1964, and export earnings rose 27% for the year despite price deterioration during the last quarter. Trial shipments have been made to Italy and West Germany in an effort to lessen the almost total dependence on demand from the United Kingdom. With banana prices lower than a year ago, and faced with increasing competition from producers with lower costs, Jamaican growers are apprehensive.

Exports of citrus and citrus products fell to $7.6 million in 1964, down $1.1 million from 1963.

A project agreement providing $500,000 in assistance to agriculture was signed in March between the Government of Jamaica and the U.S. Agency for International Development and an agreement was reached with the University of Florida for technical assistance.

Unemployment

Besides the adverse agricultural developments and balance of payments difficulties, Jamaica has been concerned with a growing unemployment problem. Despite increased activity in almost every section of the economy, it is believed that the number of new entrants to the labor market exceeded the number of jobs created.

The problem is especially serious, since U.S. restrictions foreshadow the early termination of the United States-West Indian Farm Labor Program. Several thousand Jamaican farm workers in the U.S. have already returned to Jamaica, and their absorption back into the economy is adding to the rolls of an unskilled labor force which is already growing by at least 20,000 each year.

New address

Croner's World Directory of Freight Conferences, listed on the New Books and Reports page of the July 5 issue of International Commerce, can be obtained for $15 from:

Croner Publications
211-03 Jamaica Ave.
Queens Village, N.Y.

The original mention only contained the address of the London publisher.

New export regulations issued to reinforce U.S. policy on nuclear weapons, nuclear testing

Validated export license now required for three different categories of commodities, technical data

In a move to reinforce the U.S. Government's policy of discouraging the spread of nuclear weapons capabilities, the Department of Commerce has revised its export regulations.

Under terms of the new regulation, the Department's Office of Export Control now requires a validated export license for export to any destination of commodities and technical data in three different categories related to producing or testing nuclear weapons or nuclear explosive devices.

The Department's action, effective Aug. 27, is designed to provide closer control over exports of commodities and technical data which could be used in producing or testing nuclear weapons or nuclear explosive devices.

Goods covered by the new provisions include:

Commodities and technical data not specifically designed or specifically modified for use in designing, developing, or fabricating nuclear weapons or nuclear explosive devices, but which the exporter knows or has reason to believe will be used for one or more of these purposes.

Purposes of weapons

Commodities and technical data not specifically designed or specifically modified for use in devising, carrying out, or evaluating nuclear weapons tests or nuclear explosions, but which the exporter knows or has reason to believe will be used for one or more of these purposes.

Commodities and technical data which are in normal commercial use for other purposes but which have been specifically designed or specifically modified for use in devising, carrying out, or evaluating nuclear weapons tests or nuclear explosions, if the export is being made to a country which is not an adherent to the Limited Nuclear Test Ban Treaty. (As of today, 83 nations are adherents to the Treaty).

The Office of Export Control emphasized that these new provisions do not apply in any case where the exporter knows that the Commodities or technical data will not be used in devising, carrying out, or evaluating nuclear weapons tests or nuclear explosions.

Government steps

All U.S. Government agencies which exercise export control authority over commodities and technical data which could involve assistance to foreign countries in the design, development, and fabrication or in the testing of nuclear weapons or nuclear explosive devices have taken steps to reinforce the U.S. policy. These agencies include the State Department's Office of Munitions Control and the U.S. Atomic Energy Commission.

The Commerce Department, in a bulletin announcing the new regulation, advised exporters particularly to keep in mind controls over export of commodities and technical data exercised by the Office of Munitions Control and by the Atomic Energy Commission, as well as by the Commerce Department.

Details of today's announcement are published in Current Export Bulletin No. 919, dated Aug. 13, 1965. The Bulletin may be purchased from any of the Department of Commerce Field Offices, or from Rm. 6043, Department of Commerce, Washington, D.C. 20230.

POULTRY PREPARATIONS

Processor of meat, poultry, and game, and products seeks a U.S. license for poultry preparations.

Write: "Jaegermeyer" Jaeger & Meyer OHG, 75 Karlsruhe/Baden, Amthausstrasse 16, Germany. WTD.

European trader loses export rights

Harry Gretzke, who is in the export-import business under the firm name of American Universal Equipment Company has been denied all U.S. export privileges for an indefinite period. The U.S. Department of Commerce reported that Gretzke maintained offices in Brussels, Belgium, Vaduz, Liechtenstein, and Tel Aviv, Israel.

The suspension was applied by the Department's Bureau of International Commerce (BIC) after Gretzke failed to furnish requested information about his disposition of parts for diesel engines and other machines. Written questions were served on him in the course of an investigation by the BIC to determine whether several shipments of U.S.-origin commodities which he is known to have received were handled in conformance with U.S. export regulations.

All outstanding validated export licenses in which Gretzke has an interest are revoked, and he is prohibited from dealing in U.S.-origin commodities and technical data. The sanctions apply to agents and employees of Gretzke. All other persons are forbidden from participating in export transactions with him or his firm involving U.S.-origin commodities and technical data.

U.S. guarantees Bendix's Argentine auto investment

The Bendix Corp. of New York City has received a U.S. Government guaranty covering its proposed investment in Argentina.

Bendix is principally engaged in the development, manufacture and sale of components for the automotive and aerospace industries, and has received a $1 million guaranty against inconvertibility of local currencies.

The Agency for International Development (AID) has signed contracts with Bendix previously for this project, now known as Bendix-Argentina, for $1 million convertibility-equity; and $250,000 convertibility-royalty.

The firm will manufacture foundation brakes, hydraulic wheel brake cylinders and related products for the expanding Argentina automotive and tractor industry.

Benefits of AID program are spread widely among states

45 states shared in sales during first half of 1965

More than $2 million in foreign aid-financed exports were reported for each of 21 states during the first six months of 1965. The 21 were among 45 states sharing a total of more than $203 million in Agency for International Development (AID)-financed production during the first half of 1965. The leading states in reported production value were New York, Pennsylvania, Ohio, New Jersey, Texas, California, and Illinois—each exceeding $10 million in exports.

The overseas sales were made possible by development loans and other credits enabling developing nations to acquire materials and equipment essential to their economic progress. Procurement takes place through normal commercial channels.

American firms produce more than 90% of all AID-financed goods purchased in Asia, Africa, and Latin America —accounting for a U.S. export volume of a billion dollars a year.

The state production values reported here are based on only a partial sampling involving letter-of-credit type transactions over $10,000, and limited to industrial goods immediately traceable to local producers.

Aluminum sheet plant to be set up in Mexico

U.S. equipment, machinery and services will be needed to establish an aluminum sheet plant at Pueblo, Mexico.

Alumex, S.A., to be owned jointly by the Mexican affiliate of American & Foreign Power Co., Inc., and American Metal Climax, Inc., will construct the new plant. Output by the Alumex facility will be used to help meet Mexico's growing demand for aluminum products. The plant will have an initial annual capacity of eight million pounds.

The cost of the U.S. goods and services will be met through a $1.8 million Alliance for Progress loan to Alumex by the Export-Import Bank. The loan is repayable over six and one-half years, beginning in 1968.

AID-financed exports

State	Total Jan.-June
Alabama	$ 4,199,567
Arizona	5,280
Arkansas	300,282
California	12,957,134
Colorado	305,380
Connecticut	1,608,286
Delaware	296,759
Florida	3,861,959
Georgia	1,207,124
Idaho	37,024
Illinois	10,809,208
Indiana	4,971,889
Iowa	1,310,901
Kansas	62,808
Kentucky	1,127,447
Louisiana	6,845,412
Maine	371,327
Maryland	9,914,616
Massachusetts	8,928,379
Michigan	6,385,626
Minnesota	1,706,732
Mississippi	2,297,553
Missouri	773,583
Montana	10,487
Nebraska	48,541
New Hampshire	108,245
New Jersey	15,488,609
New Mexico	1,780,201
New York	20,393,583
North Carolina	2,544,617
Ohio	17,531,487
Oklahoma	428,670
Oregon	760,196
Pennsylvania	19,509,734
Rhode Island	440,380
South Carolina	2,838,119
South Dakota	13,600
Tennessee	8,632,805
Texas	15,152,518
Utah	338,327
Vermont	150,228
Virginia	5,197,828
Washington	2,812,951
West Virginia	1,880,054
Wisconsin	3,050,298
Total	**$199,395,754**
(Includes some freight costs reported as part of commodity amounts)	
Ocean & inland freight reported separately from commodity values	3,980,165
Total U.S. procurement traced to source of production	**$203,375,919**

Hops import contracts liberalized by Germany

The German Federal Ministry of Food, Agriculture and Forestry has agreed to approve individual applications for the approval of contracts for the import of hops into Germany with delivery terms of up to 48 months.

Under paragraph 11 of the Foreign Economy Law of April 28, 1961, and paragraph 22 of the ordinance of Aug. 22, 1961, the maximum delivery term possible is 36 months.

Individual applications should be submitted to: Aussenhandelsstelle fuer Erzeugnisse der Ernahrung und Landwirtschaft (Foreign Trade Agency for Food and Agricultural Products), Adickesallee 40, 6 Frankfurt/Main, Germany.

ECSC proposes $9 million steel research program

The European Coal and Steel Community High Authority has proposed a grant of over $9 million to be used for 10 research projects which will examine steel-making techniques, the physical properties of steel and iron ore, and coal mining methods.

Many of these projects are the result of the Steel Utilization Congress sponsored by the ECSC last October. They will aim at increasing steel consumption and raising productivity in various sectors of the Coal and Steel Community.

ECSC Council of Ministers approval is expected in the Fall.

An outline of the individual research projects can be obtained from the European Communities Information Service, 900 17th St., NW., Washington, D.C.

Germany will require poultry grading in 1966

Grading standards on poultry will go into effect in Germany on Jan. 1, 1966. Imports as well as domestic poultry are affected by these regulations, recently passed by the German Parliament.

Specifications on grades A, B, and C, similar to those in the U.S. will apply to whole chickens, ducks, geese and turkeys as well as to halves, breasts, whole legs, thighs and drumsticks. Marking of the grade must be in German.

It is reported that the American Poultry Institute in Frankfurt, Germany, is considering a full translation of the poultry grading standards and that it will prepare a detailed report on the subject.

Liberalization continues

Pakistan's previous import policy extended; industrial licensing rules unchanged

Pakistan's new import policy, which took effect July 1, extends the liberalization features of the January-June 1965 policy and, adds five items to the free list and the admission to licensing of a number of items previously prohibited.

The basis for industrial licensing continues virtually unchanged from that in the previous policy. (The structure of Pakistan's licensing system is described in detail in Overseas Business Report 65-31, "Foreign Trade Regulations of Pakistan.")

A significant change in the new program is its conversion from a semi-annual to an annual basis covering the fiscal year July 1, 1965 to June 30, 1966, to give greater stability to the market and facilitate more orderly production planning, to meet a long-standing demand of Pakistan's private traders and industrialists. It also brings the import policy as an instrument of economic planning more into line with the Government's annual development program and budget.

The validity period for import licenses for items under Open General License (OGL) and industrial licensing, for which repeat licenses are issued during the licensing period, continues to be six months.

Only one issuance

In the case of items under regular licensing for which licenses are issued to importers only once in the licensing period, the validity period has been extended to one year, subject to this proviso —on licenses for more than $1050 not issued against aid loans, orders and remittances are limited to 50% of the value of the license during the first six months of the validity period.

The free list now numbers 56 items with the addition of the following items previously on OGL or regular licensing:

Gelatine capsules; valves for iron and steel pipes and tubes; fire bricks; shoe lasts; and packings for engines and bearings.

Free list items may be imported only against an irrevocable letter of credit except for scientific or technical books, journals, and magazines, which may be imported against sight drafts or issuance bills.

The procurement source for certain free list commodities is restricted to countries giving aid. The following may be imported only under the U.S. Agency for International Development (AID) program:

Procurement limits

Iron and steel strips, plates, sheets, ingots, blooms, billets, slabs, and pig iron; agricultural pesticides; potash and phosphate fertilizers; spare parts for diesel locomotives; and condensed and sweetened milk, whole dried milk, and stabilized dried whole eggs. Aluminum ingots and copper rods may be imported against loans from either the U.S. or Canada.

Other source restrictions are soda ash, soda bicarbonate, caustic soda, and reactive dyes—United Kingdom; vats and soluble vats (dye-stuff)—Germany; coal —Communist China; and gray cement—Communist China and the USSR.

Certain other items on the free list are eligible for import against U.S. AID funds but may also be procured from other sources against cash licenses (i.e., Pakistan's own foreign exchange resources).

These are raw materials of life-saving drugs and medicines (allopathic); chemicals (excluding soda bicarbonate, sulphur and caustic soda); dyes; pigments and dry colors; cotton yarn (80 counts and above); laboratory glassware; scientific instruments, apparatus, and appliances; medical apparatus and appliances of silk and artificial silk; surgical instruments and appliances; duplicating stencils; nonferrous metals and ferro-alloys; X-ray films; and tires and tubes for tractors.

Letter of credit minimums

The previous policy established minimum letter of credit values of $5,250 for iron and steel items and $4,200 for other free list items financed by U.S. AID.

To conform to the new AID required letter of credit minimum, these are now replaced by a flat minimum of $5,000 for all free list goods imported against AID loan, with a minimum invoice value of $1,000 for partial shipments against the letter of credit.

Although it does not appear in the import policy, the Government has announced officially that several procedures must be observed for imports of iron and steel items against AID loans. These are:

Office of Small Business notices and letters of credit for each order will contain the precise specifications and description of commodities.

Letters of credit will stipulate producing mills, test certificate in original stating clearly the specifications of the product; and packing lists stating the weight, size, and shape of the product.

For second grade material or waste and for orders of sheet and plates of over $25,000, U.S. suppliers will be called on to produce inspection certificates from a panel of approved inspecting agencies in the U.S.

Orders will be on FAS/FOB basis with the freight content shown separately in the orders.

Imports of billets will be made in bulk through the Re-rolling Mills Associations in East and West Pakistan and channeled through indenting offices to be established by the Association in Chittagong and Karachi.

Shifts to general license

Fish hooks and sewing machine needles are shifted from regular licensing to OGL. The facility for personal use imports into West Pakistan (under OGL) of brake fluid, motor cycles, and motor scooters, discontinued in January-June 1965, is restored in the current policy.

In addition, nine other items formerly under regular licensing have been shifted to the bonus voucher list for import exclusively under the Export Bonus Scheme.

These include earthenware (except basins, sinks, and closets); iron and steel bolts, nuts, and screws; wood screws; suitcase locks and fittings; and motor cars.

Ten formerly prohibited items, however, have been made eligible for import and added to the regular licensing list, including paper backed aluminum foil; perspex laminated glass; television sets, parts, and accessories; empty gas cylinders; super combed cotton yarn in counts

36, 40, and 50; nylon monofilament (of sizes other than 0.8 and 1.4 mm.); and paper and paperboard.

The Government has announced that the placing of motor cars on bonus licensing will be accompanied by substantial reductions in import duty and sales tax on cars with a c&f value of $1,155 or less in order to make small cars readily available.

Continuing pattern

The pattern of industrial licensing continues unchanged. In addition to free list items, industrial units may import items of their requirements appearing on the regular licensing list.

For such licensing, industries fall into two categories. A total of 236 industries in "Group A" get initial licenses at 100 percent of their entitlements (based on single shift capacity), with the privilege of repeat licenses on production of a bill of entry for 50% of the value of the previous license. A total of 56 industries in "Group B" are licensed on a specific basis determined by regional authorities (and not made public).

For information on the current policy for specific commodities or industries, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Curacao sets up special service company to assist foreign firms in free zone work

A special service company has been established in Curacao to assist companies wishing to take advantage of the numerous benefits to be derived from operating in and from the Free Zone of Curacao

This company, Curacao Free Zone Storage and Services, Inc., is a limited liability company established under the laws of the Netherlands Antilles and licensed to operate in the free trade zone.

It is a wholly owned subsidiary of Prospero Baiz and Co. Inc., a leading importer of durable goods, established in 1886.

Curacao Free Zone Storage and Services, Inc., specializes in offering services to foreign companies that do not wish to establish their staff in the free trade zone or form subsidiaries under Netherlands Antilles law.

Facilities offered

Such services include receiving shipments, clearing them into the free trade zone, storing the merchandise, processing, packing, sorting, keeping stock-control of the goods, remarking, repacking, and reexporting the goods to any part of the world.

Handling and storing, in addition to other services, are performed only pursuant to specific instructions received from the principal or his designate. Free Zone Services possesses its own warehousing facilities within the Curacao Free Zone.

Free Zone Services charges an overall fee for services rendered. The extent and nature of this fee are established by consultation with the principal, as Free Zone Services maintains no fixed schedule of such fees.

The amount of each fee is largely dependent on the type of goods to be handled, their value, the frequency and size of shipments, the amount of handling and stock control within the free trade zone warehouse necessitated by such goods, and the time and number of personnel needed to carry out these operations.

Rates available

A rate sheet of fixed costs such as rent of warehouse space, truckage, insurance premiums, and preparation of documents is available upon request. Sea and air freight rates to specified destinations for particular commodities can also be furnished promptly upon request.

For further information on the Free Zone Services, **write:** Curacao Free Zone Storage and Services Inc., P.O.B. 157, Curacao, Netherlands Antilles.

Several tariff rates revised by Jordan

Jordan has increased import duty rates on glucose, shaving soaps, and toothpaste to protect local industries.

The duty on tombac and tombac refuse (Dutch metal), has been reduced slightly from $2.07 to $2 a kilogram.

The new ad valorem duties (with previous rates in parentheses) are shaving soap, 45 (33) and toothpaste, 40 (28). The rate on glucose was raised from $0.045 to $0.07 a kilogram.

Rwanda Investment Code

An unofficial translation of Rwanda's Investment Code has been prepared by the American Embassy at Kigali.

The Code guarantees to all foreign firms duly established in Rwanda the right of transfer of capital and profits within the framework of Rwandan exchange regulations. The Code also provides for free access and movement of labor, and assures foreign firms and workers of nondiscriminatory treatment.

All non-commercial firms established in Rwanda after July 1962 and having a minimum social capital of five million Rwandan francs ($500,000) are deemed priority enterprises, which may receive benefits and privileges (including tariff and tax exemptions) over and above those stipulated in the general laws and regulations.

Four types of special categories (A, B, C, and D) are envisaged. Generally, the size of the enterprise determines the category classification. The degree and the duration of the privileges vary with each category.

Copies of the unofficial translation of Rwanda's Investment Code are available on loan from the Bureau of International Commerce, Africa Division, U.S. Department of Commerce, Washington, D.C. 20230.

Licensee or joint venture sought by German company

A German manufacturer seeks a licensee or joint venture partner for U.S. production of its flexible plastic hoses which have varied industrial applications.

One of the firm's hose is flexible wire-reinforced plastic, which is very light in weight. Some of its uses are for air-conditioning and ventilating equipment, extraction of sawdust and pneumatic conveyance of light solids.

The German firm also manufactures a larger plastic hose for use as ventilation ducts for mines or other underground applications with diameters of 12 to 60 inches.

For additional information and the name and address of the manufacturer, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to File 1341.

Import allocations reduced in India's new licensing policy

Cutbacks made to conserve foreign exchange; 60 commodities eliminated from licensable list for established importers

India's import licensing policy for the fiscal year April 1, 1965-March 31, 1966 features further reductions in import allocations to save foreign exchange.

Imports by established importers will be reduced significantly in the current licensing period. About 60 items are eliminated from the list of imports licensable under quota to this class of importer, and quota allocations for virtually all the remaining licensable items are sharply reduced.

Items licensable under the previous policy but now banned for established importers include:

Unwrought monel metal; pneumatic plants consisting of prime movers and auxiliary equipment; air or gas compressors; spare parts of air and oil circuit breakers up to 11 kv. and cubicles and panels incorporating these;

Electrical carbons; machine cloth; antileprosy drugs; isonicotinic acid hydrazide; contraceptive foam tablets; filter paper; certain printing materials; sewing machine needles; artificial teeth; complete watches;

Record changers and players and component parts; cartridge cases, filled and empty; arms and ammunition; water and oil colors and certain raw materials for paints; spare parts of various types of industrial machinery; tractor drawn agricultural implements and power driven agricultural machinery, excluding sheep foot rollers;

Tractors, rotary hoes, and rotary tillers; parts of power driven agricultural machinery; certain electrical instruments; spare parts of specialized vehicles; certain surveying and mathematical instruments;

Weighing machines and parts; microscopes and parts; laboratory balances and weights; and certain chemicals (citric acid, aromatic chemicals, ammonium phosphate, borax, and sodium silicofluoride).

Other prohibitions

Also banned for established importers are automotive parts such as brake linings, clutch facings, electric horns, horn relays, filter-cleaner assemblies, piston rings, shock absorbers, spark plugs, and wind screen wiper arms and blades.

Quota allocations for items still licensable to established importers are, in most cases, less than one-third of the allocations for the previous licensing year.

Actual users will be granted licenses upon the recommendation of designated sponsoring authorities within an overall foreign exchange ceiling allotted to each such authority.

For most importers of capital goods or industrial raw materials, the sponsoring authority is the Directorate General of Technical Development, Ministry of Industry and Supply. There is no indication of the amount of such ceilings, or of the total amount of foreign exchange to be made available for actual user imports.

Mid-term endorsement

The requirement for mid-term endorsement of annual licenses is eliminated in the new policy. Previously, holders of annual licenses (with certain exceptions) could order or remit only 50% of the value of the license during the first six months of the licensing year and were required to submit their licenses to the authorities for revalidation for the second half.

Under the current policy, licenses up to a value of $1,050 may be utilized in one lot. Holders of licenses valued between $1,050 and $3,150 may commit the entire value of the license at one time but may not remit more than 50% of the value during the first six months of the licensing year.

Holders of licenses for more than $3,150 may commit up to 75% of the face value of the license during the first half of the licensing year, again subject to the stipulation that not more than 50% of the license value can be remitted during the first half.

Because of the country's difficult foreign exchange position, the Government delayed announcement of this year's policy (normally around March 31) and imposed a moratorium from April 1 through June 30 on the issuance of import licenses against its free foreign exchange resources.

Preliminary statement issued

Licenses continued to be issued during this period, however, against foreign aid resources. A preliminary statement of the policy for established importers (traders) appeared on June 30, and on July 2 certain procedural changes in actual user licensing were announced (INTERNATIONAL COMMERCE, Aug. 2, 1965, p. 26).

The official licensing policy (Red Book), with the detailed licensing policy and restrictions for all classes of importers, was issued on July 15.

For details of the licensing policy for individual commodities, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

India will import $100 million worth of industrial goods

The International Development Association (IDA) has approved a credit equivalent to $100 million to India for imports by the Indian automotive, electrical, industrial machinery and construction industries.

All goods purchased with IDA funds must be procured through international competitive bidding.

The bulk of the new credit will be used for imported materials and components for manufacturers of capital goods. The remainder will finance miscellaneous items of imported equipment required to balance and rationalize existing manufacturing plants, and spare parts to service construction equipment, Indian-manufactured industrial machinery, and the existing road transport vehicles.

The number of categories of components and raw materials which will be imported under the credit is very extensive, and items vary from sector to sector and from company to company.

Among some of the more important items are such basic materials as steel, copper and brass in bars, rods and sheets, semi-finished products such as heavy steel castings and forgings, some stores such as chemicals and small tools.

The automobile industry also imports bearings, brake systems, steering mechanisms, rear axles, and engines or engine components; the construction equipment industry—transmissions for road rollers, various components for shovels and cranes, and heavy earthmoving devices and gears; the machine tool industry—major machine components, such as lathe heads, electric clutches, electronic controls; and the electric equipment industry—bearings, bushings and control components.

Turkey's Zamanti River district offers investment potential

Possibilities exist for Turkish-U.S. joint venture operations

A new report on the geology and mineralization of Turkey's Zamanti River District points out the possibilities of profitable development of the area by U.S. mining firms willing to enter into joint venture operations with Turkish concerns already exploiting the region.

The report prepared jointly by the U.S. Mineral Attache and an Agency for International Development Officer in Turkey recommends that interested U.S. firms investigate the mineral potential of the area by a limited diamond drilling program at a number of promising ore bodies described in the report.

According to the report, four major mining companies produce lead and zinc ores in the Zamanti District as well as several others not yet in actual production. It is reported that approximately 85% of the Turkish mine production of 8,000 tons of zinc and 35% of the 4,250 tons of lead produced in 1964 came from this region. Production of these metals in Turkey is said to have doubled in 1964 primarily because of increased production in the region.

The Zamanti River District appears to be one of the largest mineralized nonferrous metal provinces in the Mediterranean area. In addition to lead and zinc promising antimony-mercury deposits occur. Scattered small copper deposits and the iron ore deposits near Yahyali and Camardi provide further evidence of the polymetallic nature of the region.

Field trips taken

The report gives information on the geology and mineralization of the area gained in a series of field trips made by the reporting officers. It contains data on the geological features of the Zamanti River District, production figures and brief descriptions of the principal mines, recommendations for development, and sketch maps of four of the mines where drilling investigations should be undertaken.

Write: Rasih ve Ihsan Maden, Ltd., Sirketi, Konya Sokak, Serdaroglu Han, Ulus, Ankara, Turkey, for information on operations and possibilities of collaboration. WTD.

For a copy of the report "Development of Zamanti River Zinc-Lead Mining District," **write:** Bureau of International Commerce, Office of International Investment, File 8630-S, Department of Commerce, Washington, D.C. 20230.

Finnish appliance maker looking for U.S. partner

A Finnish manufacturer of electric and gas ovens, stoves, ranges and electric cooking plates seeks a joint venture with a U.S. firm needing production facilities in Europe.

Leasing would receive consideration. The firm is willing to share its excess plant space, equipment and staff. Its modern plant and equipment enable it to easily meet current marketing demands.

The company's plant, completed in 1958 and located seven miles from Helsinki, has a free production area—especially designed to permit assembly line operations—of 18,600 square feet (96,000 cubic feet).

In addition, it has a skilled staff of 200 men trained in sheet metal working, enameling, and electric wiring techniques and capable of designing prototypes. Since several of the staff are conversant in English and many are well acquainted with it, language should present no difficulties.

The company possesses a fully equipped tooling shop, heavy metal stamping presses (up to 300 tons capacity) and enameling facilities, including three large Owens ovens.

Write: Richard Lundin, Oy Slev Ab, Kauklahti, Finland. WTD.

AUTOMOTIVE PARTS

Manufacturer of motor parts and equipment for the automotive industry and fastening equipment for the chemical industry and power plants is interested in expanding production by adding additional products. It is particularly interested in being licensed to produce automotive tubular parts, both normal and deepdrawed, and pipe hangers and supports.

Write: Mersch & Biebighaeuser, 10 Kaempchenstrasse, 567 Opladen, Germany.

Iraqi Bank makes joint venture offers

The Industrial Bank of Iraq offers up to 40% equity to experienced U.S. firms interested in participating in such joint ventures as establishment of bicycle, starch, citric acid, sewing machine, electric fan and aluminum houseware plants as well as an aluminum rolling mill to produce sheets and discs from ingots.

The Industrial Bank is a government institution which provides loans to Iraqi private firms and is responsible for promoting the mixed public-private sector of the Iraqi economy.

The Bank itself will incorporate each of these projects, retain a majority interest and make the balance of the shares available to private investors. While the foreign firm with which the Bank develops a project will be permitted to hold up to 40% of the shares, Iraqi law stipulates that a foreign stockholder can transfer profits out of the country yearly, only up to 25% of his total investment in a firm. Regardless of the amount of profit, a foreign investor cannot recover his capital in the form of profit or dividend in less than four years.

Different planning stages

The various projects are in different stages of development planning. Some have been formally licensed to incorporate; financial preliminaries are under way in the fiberboard from palm leaves project, with several Iraqi companies indicating purchase of shares; less advanced planning is evident in others.

Proposals of cooperation, financial participation and supply of machinery and equipment from foreign firms is welcomed. The Bank states it is fully prepared to discuss and negotiate details on these projects.

Write: Munir Said, Director General, The Industrial Bank of Iraq, Jumhuriyah St., Baghdad, Iraq.★

SOAPS, DETERGENTS

Soap manufacturer is interested in associating with a U.S. firm for joint venture in manufacture and sale of laundry and toilet soaps, detergents and allied lines in Spain and several African countries.

Write: Jabones Beceiro (Antonio Sanchez Blanco, owner), Apartado 76, El Ferrol del Caudillo, Spain. WTD.

Indian firm seeks U.S. partner for pulp, paper venture

Imported machinery, know-how needed to establish facility

An Indian corporation formed in 1962 to produce art, writing, and printing paper seeks a joint venture with an experienced U.S. paper manufacturer to establish a pulp and paper plant.

Financial participation to cover the cost of imported machinery and equipment, and technical know-how, including the services of trained technicians, are needed from the U.S. participant.

Total cost of the proposed project is approximately $15.5 million, of which approximately $5 million will be asked of the U.S. firm in the form of imported machinery and equipment.

Present plans call for the plant to be located at Someshwar, Karkala Taluk, Mysore State, where ample power, water, and transportation facilities are reported available.

Annual output estimated

Annual production of the proposed plant is estimated at 15,000 tons of finished art paper and 12,400 tons of writing and printing paper.

The entire production will be marketed in India, since the estimated demand for paper in 1965-66, according to the firm, is 700,000 tons while total Indian production for this period is calculated at about 580,000 tons.

As a letter of intent issued to the firm by the Indian Government is due to expire Oct. 31, U.S. firms are requested to act promptly in contacting the Indian firm.

Write: Malnad Pulp Products, Ltd., Udipi, Mysore State, India. WTD.★

ISOTHERMIC UNITS

Manufacturer of insulated containers for the transportation of perishable merchandise desires to contact U.S. companies, preferably of medium-size, interested in negotiating licensing arrangements, or joint-venture agreements for production of isothermic units.

Write: Garage Moderne Charles Labat, Portets, Gironde, France. WTD.

Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce (BIC-8120), Room 6059B, Department of Commerce, Washington, D.C. 20230.

Bombay firm requests U.S. help in venture

A Bombay manufacturer of ferrous and non-ferrous castings, nails, nuts, bolts, and fittings seeks a U.S. partner on a joint venture basis to extend its activities to include production of steel castings.

U.S. financial and technical assistance are needed to set up a new plant capable of producing 5,000 metric tons of steel castings in the first year of operation and 10,000 metric tons a year by the end of the third year. During the second year of operation the production of machine finished castings is planned.

Total cost of the project is estimated at $525,000. The U.S. partner is requested to supply machinery and equipment valued at approximately $120,000 and technical know-how.

Present plans call for establishing the plant in the Poona district of Maharashtra State where the basic raw material, steel scrap, is available in adequate quantities.

According to the Indian firm, demand for steel castings in India is greater than installed capacity which, in 1961, was estimated at 45,000 tons. The firm further states that the production target proposed by the Indian Planning Commission for the Third Five Year Plan is 300,000 tons a year.

Write: S. V. Lele, Director, Ferrocast, Pvt., Ltd., 60 Lamington Rd., Bombay 8, India.★

Pakistan's shrimp industry shows investment possibilities

The Investment Advisory Center of Pakistan has prepared a study showing several likely business opportunities based on the West Pakistan shrimp industry.

The study covers in detail the cost and operation of shrimp trawlers and hints at a wide variety of supporting opportunities including radio communications, use of spotter planes, depth finders, winches, and increased mechanization by the use of mother ships which clean and pack the catch. In addition, an increase in production of fish will in turn cause an increase in waste products available for use as fish-meal and fertilizer.

Approximately 48 trawlers are needed to increase production from 3400 tons to 4590 tons, the target called for in Pakistan's Third Five Year Plan. The Third Plan, which began July 1, calls for a 30% increase in fish and shrimp production.

Demand for shrimp and fish in West Pakistan is primarily for export. According to the Central Statistical Office, 80% of the fish and shrimp caught are exported.

For additional information and a copy of the report titled "Facts and Possible Opportunities in the West Pakistan Shrimp Industry," **write:** Investment Advisory Center of Pakistan, Farid Chambers, Victory Rd., Karachi, Pakistan.

EQUIPMENT

German manufacturer of transport equipment, drop forge products and axial plunger pumps is interested in being licensed for the manufacture of lattice masts; tank cars for the transport of petroleum and liquid gases; equipment and vessels for the chemical industry and for water and air purification; and garbage incinerators.

Write: Stahlwerke Brueninghaus GmbH, 5842 Westhofen/Westf., Germany. WTD.

UN approves 45 projects

Equipment, consultative services, training of manpower and research needed

Forty-five recently approved United Nations Special Fund Projects offer an opportunity to U.S. firms to compete internationally in supplying equipment, engineering and/or consultative services, providing technology for various types of aerial, geological and typographical surveys.

U.S. firms may obtain additional details and information on any of these projects by contacting the Department of Commerce at the address indicated in the last paragraph of this article.

Following is a listing, by project number, country and type of assistance requested, of the approved projects:

SF/R.11/ADD. 1—AFGHANISTAN: Central authority for **housing and town planning,** Kabul.

SF/R.11/ADD. 2—ARGENTINA: **Feasibility study for the development of the Comahue Region.**

SF/R.11/ADD. 3—BOLIVIA: Center for **petroleum development,** La Paz.

SF/R.11/ADD. 4—BRAZIL: **Fishery development project.**

SF/R.11/ADD. 5—CEYLON: Ceylon **College of Technology,** Colombo.

SF/R.11/ADD. 6—CHILE: **Survey for geothermal development in Northern Chile.**

SF/R.11/ADD. 7—CHINA: **Pilot project for the improvement and expansion of typhoon and flood warning services.**

SF/R.11/ADD. 8—COLOMBIA: **Faculty of veterinary medicine and animal husbandry,** National University, Bogota.

SF/R.11/ADD. 9—COSTA RICA: **Groundwater surveys in three selected areas.**

SF/R.11/ADD. 10—COSTA RICA: **Mineral survey in the Northwest.**

SF/R.11/ADD. 12—ETHIOPIA: **Assistance in strengthening the Awash Valley Authority.**

SF/R.11/ADD. 13—GHANA: **Pilot irrigation development scheme, Akuse.**

SF/R.11/ADD. 14—GREECE: **Study of water resources and their exploitation for irrigation in Eastern Crete.**

SF/R.11/ADD. 15—HAITI: **Agricultural surveys and demonstration in Southern Haiti.**

SF/R.11/ADD. 16—INDIA: **Groundwater investigations in Madras State.**

SF/R.11/ADD. 17—INDIA: **National institute of foundry and forge technology at Ranchi, Bihar.**

SF/R.11/ADD. 18—IRAN: **Integrated planning of irrigated agriculture in the Varamin and Garmsar plains.**

SF/R.11/ADD. 19—IRAQ: **Assistance in development planning and execution.**

SF/R.11/ADD. 22—LIBYA: **Higher college for teacher training.**

SF/R.11/ADD. 23—MADAGASCAR: **Surveys for the agricultural development of the Farafangana Region.**

SF/R.11/ADD. 24—MEXICO: **Resource surveys of the State of Oaxaca.**

SF/R.11/ADD. 25—MOROCCO: **Institute of statistics and applied economics, Rabat.**

SF/R.11/ADD. 26—NEPAL: **Surveys and demonstration for the management and development of the Trisuli watershed.**

SF/R.11/ADD. 27—NICARAGUA: **Highway and port survey on the Southern Atlantic Coast.**

SF/R.11/ADD. 28—PAKISTAN: **Location and planning of cities in East Pakistan.**

SF/R.11/ADD. 29—PAKISTAN: **Pre-investment studies for the promotion of the fertilizer and petrochemical industries.**

SF/R.11/ADD. 30—PANAMA: **Forestry surveys and demonstrations.**

SF/R.11/ADD. 32—POLAND: **Protection of river waters against pollution.**

SF/R.11/ADD. 33—SAUDI ARABIA: **Industrial studies and development institute, Riyadh.**

SF/R.11/ADD. 34—SIERRA LEONE: **Integrated development of the agricultural sector.**

SF/R.11/ADD. 35—TOGO: **Surveys for the agricultural development of the Kara Region.**

SF/R.11/ADD. 36—TURKEY: **Master plan for water supply and sewerage for the Istanbul Region.**

SF/R.11/ADD. 37—TURKEY: **Pilot project for radiation disinfestation of stored grain.**

SF/R.11/ADD. 38—UNITED ARAB REPUBLIC: **Assessment of the mineral potential of the Aswan Region.**

SF/R.11/ADD. 39—UNITED KINGDOM OF SWAZILAND: **Aerial geophysical survey.**

SF/R.11/ADD. 40—URUGUAY: **Faculty of Agriculture,** University of Uruguay.

SF/R.11/ADD. 41—YUGOSLAVIA: **Studies on the regulation and control of the Vadar River.**

SF/R.11/ADD. 42—REGIONAL: CAMEROON and CHAD: **Feasibility study for the diversion of the Logone River.**

SF/R.11/ADD. 43—REGIONAL: CAMEROON, CHAD, NIGER, and NIGERIA: **Study of water resources in the Chad basin.**

SF/R.11/ADD. 44—REGIONAL: COSTA RICA, EL SALVADOR, GUATEMALA, HONDURAS, and NICARAGUA: **The Central American Research Institute for Industry (ICAITI)—Phase II.**

SF/R.11/ADD. 45—REGIONAL: ETHIOPIA and IVORY COAST: **Pilot telecommunication circuit.**

Summaries of the foregoing projects with more specifics are available from the Trade Opportunities Staff, BDSA—6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4674. **Inquiries should include project number and country for each "Summary" desired.**

Prequalification data asked by Ceylonese corporation for civil engineering work

The Ceylon Cement Corp. is expected to invite tenders shortly for the complementary civil engineering work for the Puttalam Cement Project, comprising limestone crushing and handling plant, clay preparation and drying plant, raw mill, raw meal silo plant, Rotary kiln plant, raw material and clinker store, cement mill, cement silo, packing plant, electrical sub-station, and water supply scheme.

Interested U.S. firms should furnish the following prequalification information by Sept. 3 to the Planning & Construction Division, Ceylon Cement Corp., P.O. Box 1382, 287 Galle Rd., Colombo 3, Ceylon.

Statement of values and nature of major civil engineering contracts undertaken and time taken for completion of these projects.

List of construction equipment together with their individual capacities used in the projects listed above.

Particulars of staff that will be available for the construction work inclusive of experienced senior engineering staff.

Bank references.

The Corporation will use submitted information to decide which firms are qualified to undertake the project and will send tender documents directly to these firms.

A more detailed description of the project may be obtained by firms located in the U.S. from the Building Materials & Construction Industries Division, BDSA-6460, Department of Commerce, Washington, D.C. 20230. Telephone: 202 - 967-3601.

Bids invited by Australia on various electron tubes

The Controller, Stores & Contracts, Postmaster-General's Dept., 3rd Floor, 380 Russell St., Melbourne, C.1., Victoria, Australia, has issued tender No. C 9846, for receiving and special purpose electron tubes.

Bid deadline is Sept. 16.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4119, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2328.

30-million gallon per day water treatment works to be built by Singapore

Bids are invited by the Public Utilities Board, Singapore, from suitably experienced civil engineering contractors for the construction of a 30 million gallon per day water treatment works at a site adjacent to the Johore River near Kota Tinggi in the State of Johore. The site is approximately 25 miles from the Causeway linking Johore to Singapore Island.

The works comprise 24 upward flow settling tanks, 8 rapid gravity filters, an administration and machinery building, a three million gallon clear water tank, chemical house, roadworks and the laying of miscellaneous pipework and drains. Filters and tanks are to be of reinforced concrete construction and buildings of reinforced concrete framed with walls of rendered brickwork.

Tender documents may be seen and examined at the office of the Chief Water Engineer, Water Dept. Singapore, and bid documents may be obtained on payment of a deposit of $1,000 which will be repayable on submission of a bona fide tender.

Bids must be accompanied by a Tender Bond and Deposit for $50,000 which will be repaid to the successful contractor on completion of the formal contract documents.

Bid deadline is 2:15 p.m. Sept. 21.

Nigeria to construct 100-ton floating crane

The Crown Agents for Oversea Governments & Administrations, 4 Millbank, London, S.W.1, the overseas representative for the Nigerian Ports Authority, is inviting tenders for the construction of a 100 ton floating crane.

Bid deadline is Nov. 1.

Interested bidders must prove their ability to perform satisfactorily by furnishing the experience of the firm on similar work; capabilities with respect to personnel, equipment and plant, and financial position.

Tender documents and specifications may be obtained from the above address.

278 drug specialties sought in tender issued by Tunisia

The Pharmacie Centrale de Tunisie, 51 Avenue Charles Nicolle, El Menzah, Tunis, has issued tender No. 1, 1966 for a total of 278 pharmaceutical specialties.

Bid deadline is Sept. 30. Bids and correspondence are requested in French.

Firms domiciled in the U.S. may obtain a loan copy of the tender, printed in French only, from the Chemicals & Allied Products Division, BDSA-6260, Rm. 4421, Department of Commerce, Washington, D.C. 20230. Telephone 202-WO 7-3394.

Preparations desired include:

Acecoline papaverine, 12,500 ampoules; arobon, 15,000 boxes of 150 gr.; atarax pills, 650 bottles of 30 each; aureomycin injection I.V., 300 boxes of 20 ampoules, 100 mgm each; aureomycin ophthalmic solution, 1,000 boxes of 10 vials each.

Phenobarbital, 1,000 bottles of 100 tablets each; bipenicillin, 400,000 vials, 500,000 I.U. each; 800,000 vials of 1 million I.U. each.

Calcium gluconate ampoules, 1,000 boxes of 50 ampoules each; novobiocin 250 mgm tablets, 500 boxes of 200 each; calimycin, 5,000 and 60,000 tablets, and 15,000 vials for injection.

Cortisone ophthalmic drops, 2,500 vials of 3 cc each; decadron in soluble form; dextran, 5,500 vials of 500 cc each; D. Tubocurarine, 2,000 vials; Erythromycin, 400 bottles of 100 pills, 100 mgm and 200 mgm each.

Substantial quantities of benzathine penicillin and procaine penicillin in different concentrations; vitamin B-12 in ampoules; thyroid tablets; fibrinogen; methicillin, 35,000 vials; heparin; hydrocortisone in several sizes; multivitamin injectables; various types of insulin dosages; chlorpromazine, injectable form; methionine; lobeline; mycostatin.

Neosynephrine; chloroquine; phenergan; gardenal; pentobarbital; and several sizes of injectable scurocaine solution.

Terramycin in tablet and injectable form; Oxacillin in capsules and ampoules; chloramphenicol, large quantities in injectable form; sulfammethoxypridazine tablets; sulfasuccithiazol granules.

Various dosages of Xylocaine; penicillin-streptomycin combinations; hormone preparations; codeine and opium.

Iraq to build factory and service auxiliaries for Basrah fertilizer project

Iraq's Directorate General of Industrial Design & Construction, Ministry of Industry, invites experienced and qualified tenderers in similar work to submit offers under Contract No. 4 for the main factory building and service auxiliaries for the Basrah fertilizer project.

Tender documents (2 complete sets) may be obtained from the Ministry of Industry, Baghdad, for the nonrefundable fee of ID 50 ($140). Documents for all four contracts are available for perusal only at the Embassy of Iraq in Washington, D.C. Bids for the first three contracts (ammonia, urea and ammonium sulfate) will be by direct invitation only.

Documents submitted must be accompanied by a deposit or Iraqi Bank Guarantee; the bid deadline is Feb. 15, 1966. Bids and all documents must be in English.

Syrian Arab Republic seeks bids to lay water pipeline

The Water & Electricity Institution, Latakia, Syrian Arab Republic, is requesting bids for the construction of about 25 miles (40 kilometers) of 70 CM pipeline. The type of pipe is not specified; however, the pipeline will carry water from the Sinn River to Latakia.

Bids must be received before Sept. 15.

The engineering study and tender documents for this project were prepared by SOGREAH, Grenoble, France; they are in French and are available from the above Institution in Latakia, Attention, Engineer Raul Hisbashi, for approximately $75.00 (300 Syrian pounds).

A bid bond of approximately $25,000 (100,000 Syrian pounds) is required. Work is to be completed within two years after signing the contract.

An important factor in this contract's competition is the credit facilities the bidding company is prepared to offer such as extended payment terms and acceptance in Syrian currency.

El Salvador passes decree permitting free importation of 500,000 bags of cement

On July 22, the Legislative Assembly of El Salvador passed Decree No. 339, which went into effect immediately, permitting the duty free importation of 500,000 bags of 40 to 42 kilos each of grey cement up to October 31. (INTERNATIONAL COMMERCE, Aug. 2, p. 32).

Salvadoran importers desiring to import cement free of duty must obtain previous authorization from the Ministry of Economy. The maximum quantity permitted to each importer is 20,000 bags.

The exemption from duty also includes exemption from the usual wharfage charges.

Road construction project in Costa Rica open to bids

The Government of Costa Rica invites bids on a road construction project, about 14 miles in length, between Canas and Tilaran.

The tender No. is 9803 and the bid deadline 10 a.m., Sept. 22. Correspondence is preferred in Spanish.

Work on this project must meet specifications norms FP-61 of the U.S. BPR. The project includes subbase, base, pavement, drainage and connected work.

Plans and specifications will be available until Sept. 8 for $75.53 plus air mail postage from the Oficina de Suministros, Ministerio de Transportes, San Jose. Interested firms should note on their request "Licitacion No. 9803, Construccion Carretera Canas-Tilaran."

U.S. firms invited to supply materials for Iraqi airport

The contract award for constructing Baghdad's International Airport buildings was announced by the Director General of Roads & Bridges. (INTERNATIONAL COMMERCE, June 1, 1964, p. 25).

Technoexport of Bulgaria, the same firm that built the runways for the project, received the $11.9 million award with completion to be within 30 months. This company also has the contract to construct the access road from Baghdad to the new airport site.

U.S. firms interested in supplying materials for tender No. 2, Airport Buildings, are requested to write or contact Technoexport, c/o The Bulgarian Trade Representative, Baghdad.

The consultants on this project are Sir Alexander Gibb & Partners of London.

Indian firm needs various items for paper industry

An Indian firm requests quotations on suction type filters, chlorine mixers, consistency regulators, granite rolls, and other items of paper industry machinery.

Specifications covering the equipment required are available on loan from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230.

Interested suppliers should direct quotations to the Chief Purchase Officer, Sirpur Paper Mills Ltd., Sirpur-Kaghasnagar, Andhra Pradesh. (WTD in preparation). The firm has an import license for the equipment.

Iraqi firm to buy various pharmaceutical preparations

The General Drugs & Chemicals Imports & Distribution Co. (KIMADIA), Baghdad, has issued tender No. MOH/16/65 for the purchase of 89 different pharmaceuticals in injectable form.

Bid deadline is Sept. 8.

Drugs to be purchased include 3,000 vials of corticotrophin, USP; 25,000 ampoules, aminophyilline BP.; 10,000 vials of cortisone acetate; 100,000 ampoules of adrenalin; 300,000 ampoules of chlorpheniramine maleate; 1 million ampoules of Vitamin B-12, 1 cc, I.M.; 750,000 ampoules of Vitamin C; 500,000 ampoules nikethamide; and insulin of several kinds in quantities from 4,000 to 6,000 ampoules.

Also included are 2 million ampoules of Vitamin B-1; 100,000 ampoules of morphine sulfate; isoniazid, 10,000 vials; pronestyl hydrochloride, 500 vials; sulphadimidine, 100,000 ampoules; 5 million ampoules of Vitamin B Complex; quinidine sulfate; methadine Hcl.; and ephedrine Hcl.

A copy of the tender may be obtained on a loan basis by firms domiciled in the U.S. from the Chemicals & Allied Products Division, BDSA-6260, Rm. 4421, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3394.

Major electrical equipment bids requested by Canada

The British Columbia Hydro & Power Authority is requesting bids for major electrical equipment related to transmission systems of the Columbia River and Peace River power complexes.

Bid deadline for contracts is Oct. 5.

The total of all contracts is expected to approximate $30 million. The largest contract will be for 26—500 kv reactors and 19—500 kv transformers for three substations. Another contract will include 6 reactors and 22 transformers for the Portage Mountain switchyard.

Tender documents are available from the British Columbia Hydro & Power Authority, 970 Burrard St., Vancouver, B.C.

A copy of the tender announcement is available to firms located in the U.S. from the Power & Electrical Equipment Division, BDSA-6430, Rm. 4124, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

Australia changes deadline

The Queensland Government has extended the bid deadline from June 28 to noon Oct. 4 on the construction of either a toll bridge or a toll tunnel for the Brisbane River. (INTERNATIONAL COMMERCE, March 1, p. 34.)

A review copy of the tender documents are available for inspection in Rm. 4014, Building Materials & Construction Industries Division, BDSA-6460, Department of Commerce, Washington, D.C. 20230.

Costa Rica extends deadline

The Pacific Electrical Railway, San Jose, has extended the bid deadline from Aug. 9 to Sept. 9, tender No. 441, for 25 flat freight cars. (INTERNATIONAL COMMERCE, Aug. 2, p. 39).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.
- WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

019 Commercial farms

★★ TAIWAN—Trade Mission

Vegetable seeds. Morn Sun & Co. (importer, exporter), 66-2 Sec. 2, Nanchan Rd., Taipei. WTD 7/28/65. TM 82A.

121 Bituminous coal

● **CEYLON**—165,000 tons best selected grade locomotive coal for delivery during the period Dec. 1 to Nov. 30, 1966. Tender for supply of coal 1965/66—F.O.B.T., bid deadline Sept. 29. For tender forms and specifications, write to the Embassy of Ceylon, 2148 Wyoming Ave. NW., Washington, D.C. 20008.

145 Clay, ceramic, refractory minerals

● **JORDAN**—25 m.ts. highly activated bleaching earth suitable for bleaching edible vegetable oils and fats. Bid deadline Aug. 30. The Jordan Vegetable Oil Industries Co., Ltd., Nablus.★ (Telephone: 202-WO 7-2684).

200 Food products

SWEDEN—All types of frozen and canned foods such as sea food, meats, fruit. Direct purchase and agency. AB Ernst Ryberg (importer, wholesaler, manufacturer, sales agent), Norra Hammarbyhamnen, Kajplats 16, Stockholm So. WTD 6/16/64.

201 Meat Products

AUSTRALIA—Canned frankfurters, canned hams, other canned pork products. Direct purchase and agency. Martin Brothers Importers Pty. Ltd., P.O. Box 23, Surry Hills, N.S.W. WTD 8/4/65.

FRANCE—Edible meat offals (liver, ox-tongue, kidneys). Direct purchase and agency. Etablissements J. Hombert (importer, wholesaler), 33 Rue de Rivoli, Paris 4e. WTD 6/9/65.

202 Dairy products

IRAQ—Dried milk in 25 or 50 kilogram bags. Abbas Khalil Al-Ansarie, Shairie Al-Khudairy (importer), Ashar, Basra. WTD 7/25/65.

203 Canning, preserving foods

AUSTRALIA—Dehydrated vegetables, all kinds; direct purchase and agency. H. J. Langdon & Co. Pty. Ltd. (importer, exporter, distributor), 119 Harris St., Pyrmont, N.S.W. WTD 5/28/64.

BRAZIL—Canned vegetables and fruits; frozen prepared foods, except fish. Canner desires to represent exporters and canners. Requests catalogs and literature. Industria Alimenticia Caledonia Ltda., Caixa Postal 37, Nova Friburgo, Estado do Rio de Janeiro. WTD 8/4/65.

FRANCE—Salmon. Direct purchase and agency. Etablissements J. Hombert (importer, wholesaler), 33 Rue de Rivoli, Paris 4e. WTD 6/9/65.

GERMANY—Pineapple slices (without cores, not crushed), 90 mm dia. thickness 12 mm, core dia. 33 mm, either fresh without liquid to be shipped airfreight, or preserved in light syrup, to be shipped in barrels or other large containers. W.L.Z. Export (manufacturer, importer), 7 Stuttgart, Johannesstrasse 86. WTD 9/26/63.

IRAN—Asparagus for use in hotels. Pahlavi Foundation Hotels, Bahar Ave., Tehran.

KUWAIT—Chick-peas, kidney beans, green cut beans, horse beans, broad beans. Mohammed Abdul Aziz Al Jaser (importer, wholesaler, retailer, commission agent, manufacturer's representative), P.O. Box 2590, Kuwait, Arabian Gulf. WTD 8/5/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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204 Grain mill products

★★ TAIWAN—Trade Mission

Livestock feed, soybean meal. Tung Kang Development Corp. Ltd. (manufacturer, exporter, wholesaler), 43 Hua Yin St., Taipei. WTD 7/28/65. TM 138A.

220 Textile mill products

AUSTRALIA—Cotton and man-made fiber piece goods. T. & M. Honig Pty. Ltd. (importer, wholesaler), 3rd Floor, Lancashire House, 50 Flinders Lane, Melbourne, C.1, Victoria. WTD 6/4/65.

BELGIUM—Women's dress fabrics. Direct purchase or agency for Belgium and Luxembourg. Etablissements Clement d'Elia S.A. (importer), 34 Blvd d'Anvers, Brussels. WTD 6/30/65.

Fabrics of natural or artificial fibers for men's suits. Direct purchase or agency. Maison H. Cabay (importer, wholesaler, exporter), 24 Blvd. Bischoffsheim, Brussels. WTD 6/28/65.

Drapery fabrics: wool, cotton, rayon. Direct purchase and/or agency for Belgium. Etablissements Fernand Devresse S.P.R.L. (importer, wholesaler), 20 Blvd. Barthelemy, Brussels. WTD 7/30/65.

FINLAND—Piece goods for women's clothing: medium weight, silk, nylon or other synthetic materials. Requests brochures, price lists, terms, samples. Agency and direct purchase. Hammarberg & Co. (importer, commission agent), Malminrinne 1 B, Helsinki. WTD 7/16/65.

FRANCE—Foamback fabrics for raincoat manufacturing. Sapitex (manufacturer, wholesaler, importer, exporter), 42 Rue du Faubourg Poissonniere, Paris 10e. WTD 2/26/64.

223 Broad woven fabric mills, wool

ITALY—Woolen fabrics. Gualtiero Piperno di Piperno & Fassi (wholesaler), Via G. Camino 18, Torino. WTD 8/3/65.

225 Knitting mills

FRANCE—Women's and men's knit sports clothing: shirts, jerseys, sweaters, jackets. Direct purchase and agency. Requests replies in French. Socotex (manufacturer, wholesaler), 14 Rue des Filles du Calvaire, Paris 3e. WTD 7/9/65.

227 Floor covering mills, products

BELGIUM—Carpets: wool, fiber or yarn. Direct purchase and/or agency. Etablissements Fernand Devresse S.P.R.L. (importer, wholesaler), 20 Blvd. Barthelemy, Brussels. WTD 7/30/65.

228 Yarn, thread mills, products

PAKISTAN—Nylon yarn. Requests quotations c&f Karachi. Direct purchase and agency. Dilruba Hosiery Mills (manufacturer, importer), Lawrence Rd., Opp. K.M.C. Workshop, Karachi. WTD 6/25/65.

230 Apparel

SWEDEN—Men's shirts, sports jackets. Carlanders Herrekipering (retailer), Storgatan 50, Halmstad. WTD 7/29/65.

231 Men's, youths', boys' suits, coats, overcoats

BELGIUM—Ready-made suits and overcoats for men. Frey & Bastian S.P.R.L. (retailer, agent), 34 Rue Neuve, Brussels. WTD 6/30/65.

FRANCE—Military clothing, including army surplus stock. Direct purchase and agency. Requests replies in French. Socotex (manufacturer, wholesaler), 14 Rue des Filles du Calvaire, Paris 3e. WTD 7/9/65.

232 Men's, youths', boys' furnishings, work clothing

FRANCE—Sports clothing for men and youths: shirts, jackets, slacks, overalls, snow coats, ski pants; work clothing. Direct purchase and agency. Requests replies in French. Socotex (manufacturer, wholesaler), 14 Rue des Filles du Calvaire, Paris 3e. WTD 7/9/65.

233 Women's, misses', juniors' outerwear

BELGIUM—Ready-made clothing for women. Frey & Bastian S.P.R.L. (retailer, agent), 34 Rue Neuve, Brussels. WTD 6/30/65.

FRANCE—Sports clothing for women and juniors: shirts, jackets, overalls, shorts, slacks, ski pants. Direct purchase and agency. Requests replies in French. Socotex (manufacturer, wholesaler), 14 Rue des Filles du Calvaire, Paris 3e. WTD 7/9/65.

ITALY—Suits, skirts, coats, dresses, for women, misses, juniors. Durando Carlo (wholesaler, retailer), Via Roma 77, Torino. WTD 8/3/65.

238 Apparel, accessories

FRANCE—Raincoats, other waterproof sports clothing, leather jackets, coats for men and women. Direct purchase and agency. Requests replies in French. Socotex (manufacturer, wholesaler), 14 Rue des Filles du Calvaire, Paris 3e. WTD 7/9/65.

GERMANY—Work gloves and mittens, plastic, rubber asbestos. Weiblen & Ruemmelin (manufacturer, wholesaler), 7418 Metzingen, Stuttgarter Strasse 54. WTD 7/19/65.

239 Fabricated textile products

BELGIUM—Bed sheets, white or colored. Direct purchase and/or agency for Belgium. Etablissements Fernand Devresse S.P.R.L. (importer, wholesaler), 20 Blvd. Barthelemy, Brussels. WTD 7/30/65.

JORDAN—Table and dresser mats. Arabia Trading & Distributing Agency (importers, distributors, commission agents), P.O. Box 546, Amman. WTD 2/23/65.

249 Wood products

AUSTRALIA—Kitchen woodenware and hardware. Direct purchase and agency. J. D. Adams & Co. (manufacturers' agent-distributor), 106 Montague Rd., South Brisbane, Queensland. WTD 7/31/63.

251 Household furniture

FRANCE—Metal beds, wood beds, including folding and cabinet types; studio couches, sofa beds, chair beds (regardless of material used in frames). Direct purchase and agency. Requests replies in French. Ste Industrielle de Mecanique d'Ameublement S.I.M.A. (manufacturer, importer, dealer), 37 Rue de Charonne, Paris 11e. WTD 7/21/65.

GERMANY—Metal furniture for garden, porch, camping, e.g., chairs, tables, sling chairs with foot rests, chaises, sun cots, both folding and rigid, of steel or aluminum tubing. Direct purchase and agency. Quotations cif Bremen or fob U.S. port. Gebrueder Thiele (wholesaler, distributor), Osterhagen-Ihlpohl, P.O. Box 210, 282 Bremen-Lesum 1. WTD 7/29/65.

TRINIDAD—All types of wood and metal household furniture. Sa Gomes Ltd. (importer, retailer), 44 Independence Sq., Port of Spain. WTD 6/29/65.

254 Partitions, shelving, lockers, office store fixtures

FRANCE—Movable partitions for offices. Requests replies in French. S.A.M.I.E.X.—Departement "Cloisons Mobiles S.A.B." (manufacturer, dealer), 3 Ave. du President Wilson, Villeneuve-St-Georges, S & O. WTD 5/5/65.

261 Pulp mills, products

FRANCE—Pulp waddings. Direct purchase and agency. Papesa S.A. (importer, wholesaler, commission merchant, agent), 29 Rue Cambon, Paris 1er. WTD 5/17/65.

KOREA—Semi-bleached sulphate kraft pulp. Direct purchase and agency. Tong Jin Trading Co. (commission merchant), I.P.O. Box 1254, Seoul. WTD 7/13/65.

262 Paper mills, products

FRANCE—Printing and writing paper; wrapping paper. Direct purchase and agency. Papesa S.A. (importer, wholesaler, commission merchant, agent), 29 Rue Cambon, Paris 1er. WTD 5/17/65.

Magazine paper and standard featherweight paper; consistent quality and dependable supply required. Papeteries de Ruysscher S.A. (importer, exporter, manufacturer, wholesaler), 3-9 Rue Cambronne, Paris 15e. WTD 3/25/64.

● **GUATEMALA**—250 rolls gummed paper, 85 grams per square meter; diameter: 12" wide, 3" axis diameter, for steel engraving. Tender No. 27-65, bid deadline Aug. 31. Complete specification available on request from the Departmento de Bienes Nacionales y Licitaciones, 3a. Calle 3-49, Zona 1, Guatemala City. Correspondence preferred in Spanish.

263 Paperboard mills, products

BELGIUM—Paperboard and cardboard. Direct purchase or agency. Mavane S.A. (importer, exporter, agent), Rm. 502, Rogier International Center, Brussels. WTD 6/30/65.

FRANCE—Paperboard. Direct purchase and agency. Papesa S.A. (importer, wholesaler, commission merchant, agent), 29 Rue Cambon, Paris 1er. WTD 5/17/65.

All kinds of paperboard stock. Papeteries de Ruysscher S.A. (importer, exporter, manufacturer, wholesaler), 3-9 Rue Cambronne, Paris 15e. WTD 3/25/64.

264 Converted paper, paperboard products

FRANCE—Boxed stationery; waterproof wrapping paper. Direct purchase and agency. Papesa S.A. (importer, wholesaler, commission merchant, agent), 29 Rue Cambon, Paris 1er. WTD 5/17/65.

TRINIDAD—Paper table coverings and napkins, all sizes. Direct purchase and agency. W. B. C. Hillebrand & Co. (importers, wholesalers, agents), 27-31 Henry St., Port of Spain. WTD 4/12/65.

265 Paperboard containers, boxes

TRINIDAD—Paper cups, all sizes. Direct purchase and agency. W. B. C. Hillebrand & Co. (importers, wholesalers, agents), 27-31 Henry St., Port of Spain. WTD 4/12/65.

273 Books

NETHERLANDS—Scientific and professional books and periodicals concerning scientific management and developments in chemical, organic-chemical, electronic, electro-technical, mechanical engineering and plastic fields; for sale to universities, high schools, business firms. Direct purchase and/or agency. N. V. Boekhandel v/h E. Broekhuis & Zn (importer, retailer), 19 Enschedesestraat, P.O. Box 141, Hengelo. WTD 12/9/64.

281 Industrial chemicals

BELGIUM—Industrial chemicals, all kinds. Direct purchase or agency. Etablissements Debauche & Fils S.A. (importer, exporter, wholesaler, manufacturer, agent), 25 Rue des Chauffours, Peruwelz. WTD 6/30/65.

● **CEYLON**—Aluminum sulfate, for water purification, containing 17% Al_2O_3 and a maximum of 0.15% insoluble matter, in blocks weighing approx. 35 lb. each, 450 l. t.; hydrated lime, for water treatment, containing 90% calcium hydroxide with at least 98% of the total matter soluble in hydrochloric acid, packed in bags varying between 1 and 2 cwt., 250 l. t. Delivery before Oct. 12 at Departments' Stores, Ratmalana. Bid deadline Aug. 28. The Chairman, Tender Board, Ministry of Local Government, 1st Floor, Hemas Bldg., 75 1/1 York St., Colombo, Ceylon.★ (Telephone: 202-WO 7-3468).

FRANCE—Basic industrial chemicals for utilization by paper and cardboard industry, such as aluminum sulphate (18%); sodium sulphate (95-96%) and sodium carbonate. Direct purchase and agency for France or section thereof. Streichenberger (importers, wholesalers), c/o Mr. Rene Martin, Import Manager, 42 Rue Lafaurie-de-Monbadon, Bordeaux, Gironde. WTD 8/5/65.

IRAQ—Mercury; food colors; dyes for clothes. Abbas Khalil Al-Ansarie, Shairie Al-Khudairy (importer), Ashar, Basra. WTD 7/25/65.

PAKISTAN—Chemicals and dyes for textile industry. Requests quotations c&f Karachi. Dilruba Hosiery Mills (manufacturer, importer), Lawrence Rd., Opp. K.M.C. Workshop, Karachi. WTD 6/25/65.

★★ **TAIWAN—Trade Mission**

Raw materials for paint including pigments, resins. Tung Kang Development Corp. Ltd. (manufacturer, exporter, wholesaler), 43 Hua Yin St., Taipei. WTD 7/28/65. TM 138.

282 Synthetic materials

FRANCE—Polyester sheets, corrugated or flat; vinyl plastic materials (PVC) in large-size rolls. Lumifor (Societe) (manufacturer), 38 Rue des Menuts, Bordeaux, Gironde. WTD 7/26/65.

SOUTH AFRICA—Acrylic staple fiber, second grade. Requests samples and prices. Natal Cotton & Woollen Mills Ltd. (manufacturer), P.O. Box 25, Mobeni, Durban. WTD 9/28/64.

SPAIN—Polyesters, 1/150 denier, monofilament. David Leon Wolkowitz Rotsteyn (importer), Paseo de Gracia 69, 4°, Desp. 8, Barcelona 8. WTD 3/26/65.

283 Drugs

BELGIUM—Pharmaceutical products. Direct purchase or agency. Etablissements Coutelier Freres (importer, exporter, manufacturer, wholesaler, agent), 37 Rue de Potter, Brussels. WTD 6/9/65.

Pharmaceuticals of all kinds, including pharmaceutical specialties. Direct purchase or agency. Etablissements Debauche & Fils S.A. (importer, exporter, wholesaler, manufacturer, agent), 25 Rue des Chauffours, Peruwelz. WTD 6/30/65.

EL SALVADOR—Sodium penicillin G, 1 million i. u., 25,000 vials; 10,000 vials of penicillin, 400,000 i. u. (300,000 units procaine penicillin G and 100,000 units potassium penicillin G). Tender No. 89 (65), bid deadline Aug. 30. Proveeduria General de la Republica, Avenida Espana 613, San Salvador. Tender in Spanish only. Bids and correspondence preferred in Spanish.★ (Telephone: 202-WO 7-3394).

● **IRAQ**—Eleven antituberculosis chemotherapeutic preparations, as follows: streptomycin sulfate, B.P., 250,000 vials of 5 gm. each; and 300,000 vials of 1 gm. each; isonicotinic acid hydrazide tablets, B.P., 20 million tablets; calcium benzoyl PAS 4 gm. plus isonicotinic acid hydrazide 100 mgm, 8 million tablets; calcium benzoyl PAS, 4 million tablets of 4 gm. each; calcium benzoyl PAS 4 gram plus isonicotinic acid hydrazide 200 mgm plus pyridoxine hydrochloride 10 mgm, 500,000 tablets; also syrup isonicotinic acid hydrazide (10 mgm isonicotinic acid hydrazide per 1 cc), 10,000 bottles. Also included are cycloserine tablets 250 mgm plus pyridoxine HCL. 25 mgm, 200,000 tablets; viomycin sulfate, 1 gm injections, 20,000 vials; thiacetazone, 25 mgm, 1 million tablets; and 4-4' Di isoamyloxy thiocarbanilide tablets (Isoxyl or similar), 500,000 tablets. Tender No. MOH/17/65, bid deadline Sept. 8. General Drugs & Chemicals Imports & Distribution Co. (KIMADIA), Tenders Dept., The British Bank of the Middle East Bldg. (3rd floor), Baghdad.★ (Telephone: 202-WO 7-3394).

JAPAN—Tranquilizers; central relaxants and autonomic suppressants. Shima Trading Co., Ltd. (importer, exporter, wholesaler), 10 Koraibashi 4-chome, Higashi Ku, Osaka. WTD 9/28/64.

MEXICO—Alkaloids, vitamins, corticoids, derivative salts, for own use. Requests price lists, pamphlets; requests replies in Spanish. Laboratorios Sophia, S.A. (pharmaceutical manufacturer), Calle Hidalgo No. 738, Guadalajara, Jalisco. WTD 10/13/64.

★★ **TAIWAN—Trade Mission**

Vaccines for common cold and influenza, typhus, para-typhus, whooping cough, tetanus, cholera, particularly interested in measles vaccine; specialized ethical pharmaceutical products. Parke & Co., Ltd. (manufacturer, importer, exporter), 2 Nanking East Rd., Taipei. WTD 7/27/65. TM 233.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

FINLAND—Liquid, powder, paste cleansers for automotive vehicle use and for industrial or commercial purposes; dispensers for same; related equipment or materials. Requests descriptive literature, prices, terms. Ky Puts-Vack (importer, retailer), Kalliolanrinne 4, Helsinki. WTD 7/29/65.

Cosmetic products, related commodities; interested in entire range of cosmetics, perfume, deodorant, sanitary products. Requests full details, prices, terms, brochures if available. Oy Merkur Rohdos Ab (importer, wholesaler), Vattuniemenkuja 1, Lauttasaari-Helsinki. WTD 7/30/65.

JAPAN—Hair spray liquid; cold permanent lotion; both for filling aerosol containers. Asahi Trading Co. (importer), CPO Box 387, Naha, Okinawa. WTD in preparation.

287 Agricultural chemicals

● **BURMA**—Fertilizers: ammonium phosphate, 16% N, 20% P_2O_5, 5,000 m. tons; ammonium sulfate, 21% N, 20,000 m. tons; urea, 46% N, 5,000 m. tons; superphosphate, concentrated, 45-48% P_2O_5, 4,000 m. tons; dicalcium phosphate, 40-42% P_2O_5, 5 m. tons; R.R.I. mixture "B", 400 m. tons; R.R.I. mixture "M", 100 m. tons; potassium sulfate, 48-52% K_2O, 10 m. tons. Insecticides: endrin, 19.5% E.C., 112,000 gal.; DDT, 25% E.C., 82,000 gal.; DDT, 75% W.P., 15 m. tons; sulfur dust (300 mesh), 60.5 m. tons; copper sulfate, 20.66 m. tons; malathion, 50% E.C., 31,000 gal.; lindane, L-20, 200 gal.; aldrin dust, 1250 m. tons; cymag, 15 m. tons; zinc phosphide, 15 m. tons; agrosan G.N., 21 m. tons; perenox, 28 m. tons; aretan 6, 6 m. tons; fernide, 4 m. tons; verdasan, 2 m. tons; sulfinette, 1500 gal.; roxion, 1000 gal.; thimet 10-G, 12 m. tons; thimet 44-D, 2 m. tons; thimet L-C-8, 200 gal.; thimet 600, 10 m. tons; sevin, 5 m. tons; Shed-a-Leaf, 20 m. tons; chlorax-40, 100 m. tons; cygon,

1000 gal.; malathion, 75%, 1000 gal. Other chemicals: formic acid, 50 m. tons; sodium sulfate, 30 m. tons; paranite phenol, 1 m. ton; ammonia liquor, 40 m. tons. For shipment Nov., Dec., Jan. 1966. Bid deadline Sept. 28. Manager, Chemicals & Dyes Division, People's Stores Corp., c/o Foreign Office, Prome Court, Rangoon, Burma.★ (Telephone 202-WO 7-2008).

FRANCE—Agricultural fertilizers, primarily nitrate fertilizers: prilled urea 46%, ammonium nitrate 33%, ammonium sulphate 21%; complex fertilizers for effective treatment of vineyards, wheat and corn fields. Direct purchase and agency for France or section thereof. Streichenberger (importers, wholesalers), c/o Mr. Rene Martin, Import Manager, 42 Rue Lafaurie-de-Monbadon, Bordeaux, Gironde. WTD 8/5/65.

● **IRAQ**—Malathion, 50% E.C., 10 m.t. Tender No. Agr./P/1/65, bid deadline Sept. 15. General Drugs & Chemicals Imports & Distribution Co. (KIMADIA), Tenders Dept., British Bank of the Middle East Bldg., Bank St., Baghdad.★ (Telephone: 202-WO 7-3910).

JAPAN—DDT liquid concentrate for filling aerosol containers. Asahi Trading Co. (importer), CPO Box 387, Naha, Okinawa. WTD in preparation.

★★ TAIWAN—Trade Mission

Agricultural chemicals, household insect chemicals, pesticides, fungicides, basic materials for agricultural chemicals. Direct purchase and agency. Cheng Hong Chemical Co. Ltd. (manufacturer, importer), 2 Chan-Fu Rd. Wu. Feng, Taichung. WTD 7/29/65. TM 99.

289 Chemical products

FINLAND—Automotive vehicle chemicals, additives, related products. Requests descriptive literature, prices, terms. Direct purchase or agency. Oy Finnmarket Ab (manufacturer, importer, wholesaler), Sornaisten Rantatie 7, Helsinki. WTD 6/30/65.

FRANCE—Wall primers and sealers, waterproofing and insulating compounds, interior and exterior wall finishes; related products for use by contractors engaged in wall and floor covering. Direct purchase and agency. Requests replies in French. Etablissements Marcel Labeunie (wholesaler), 4 Rue Capdeville, Bordeaux, Gironde. WTD in preparation.

Humidity-preventive and treatment compounds for building stones and anti-hydro waterproofing coatings, including special paints (interior and exterior use) for building industry. Agency and potential direct purchaser. Requests replies in French. Docks de Materiaux de Construction (dealers), Castillon-la-Bataille, Gironde. WTD in preparation.

SWITZERLAND—Metal-treating compounds, nitriding and pickling. Corrosion inhibitors, nonpetroleum base. Direct purchase and agency. Sigfrid Weber AG (importer, commission agent), Imbisbuehlstrasse 128, 8049 Zuerich. WTD 8/5/65.

★★ TAIWAN—Trade Mission

Rust inhibitors. Lee Tai Enterprises Ltd. (manufacturer, importer), 18-2 Kong Ting Rd., Taipei. WTD 7/28/65. TM 70.

291 Petroleum refining

BELGIUM—Gasoline for sale through local distributors. Purchase and/or agency for Belgium. Etablissements Robert Gillet & Cie (retailer), 24 Blvd. Tirou, Charleroi. WTD 7/30/65.

306 Fabricated rubber products

GERMANY—Inflatable air mattresses for garden, beach, camping. Direct purchase and agency. Quotations cif Bremen or fob U.S. port. Gebrueder Thiele (wholesaler, distributor), Osterhagen-Ihlpohl, P.O. Box 210, 282 Bremen-Lesum 1. WTD 7/29/65.

PHILIPPINES—Rubber hoses from surplus stocks. Requests quotations from surplus exporters and dealers. Francisco L. Benedicto, Manager, B. Benedicto & Sons Co., Inc. (importer, wholesaler, retailer), 141-145 Plaridel St. Cebu City. WTD 7/9/64.

307 Plastic products

BELGIUM—Plastic tablecloths, floor coverings. Direct purchase and/or agency for Belgium. Etablissements Fernand Devresse S.P.R.L. (importer, wholesaler), 20 Blvd. Barthelemy, Brussels. WTD 7/30/65.

BRAZIL—Plastic tapes for street markings. Direct purchase, exclusive representation. Samples desired. Maquinas Aerocom Ltda (agent), Rua Visconde de Inhauma 134, 13° andar, sala 1322, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 7/2/65.

GERMANY—Plastic floor and wall tiles and/or coverings; plastic tiles for house exterior walls. Requests replies in German, quotations cif Rotterdam. Triplastic Gesellschaft fuer Kunststofftechnik mbH (manufacturer, distributor, importer, exporter), 4102 Homberg, Moerserstrasse 2-12. WTD 7/19/65.

Inflatable wading pools and small swimming pools of plastic material. Direct purchase and agency. Quotations cif Bremen or fob U.S. port. Gebrueder Thiele (wholesaler, distributor), Osterhagen-Ihlpohl, P.O. Box 210, 282 Bremen-Lesum 1. WTD 7/29/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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322 Glass, glassware

AUSTRALIA—Decorative glassware for home use. Direct purchase and agency. J. D. Adams & Co. (manufacturers' agent-distributor), 106 Montague Rd., South Brisbane, Queensland. WTD 7/31/63.

SWEDEN—All types of glass tableware for household purposes. Hjalmar Blomqvist AB (importer, wholesaler), Industrigatan 1, Linkoping. WTD 7/29/65.

324 Cement, hydraulic

NICARAGUA—White cent; cif Corinto, Nicaragua. Compania Nacional Productora de Cemento, Aptdo. No. 75, Managua. WTD 7/21/65.

326 Pottery, related products

SWEDEN—All types of china tableware for household use. Hjalmar Blomquist AB (importer, wholesaler), Industrigatan 1, Linkoping. WTD 7/29/65.

329 Abrasive, asbestos, nonmetallic mineral products

GERMANY—Asbestos textiles for workmen's protective clothing. Weiblen & Ruemmelin (manufacturer, wholesaler), 7418 Metzingen, Stuttgarter Strasse 54. WTD 7/19/65.

331 Steel mill products

GERMANY—Stainless steel sheets and bars. Gebr. Rieger GmbH (manufacturer), 708 Aalen, Wuerttemberg, Noerdl. Stadtgraben 22. WTD 7/26/65.

● **IRAN**—Galv. steel hoops: 15 tons 32 mm. x 100 mm. x 3.15 m. min. length; 11 tons 30 mm. x 100 mm. x 2.3 m. min. length and 13 tons 25 mm. x 100 mm. x 3.4 m. min. length. Tender No. 44/164, bid deadline Sept. 26. Iranian State Railways, Maydane Rah Ahan, Tehran. Copy of specifications available for examination only in Rm. 4222, Iron & Steel Division, BDSA, Department of Commerce, Washington, D.C.

● **SOUTHERN RHODESIA**—Rails: 91-lb. medium manganese rail, 0.95%-1.25%, 1,921,-920 lin. ft.; 91-lb. high manganese rail, 1.7%-2.0%, 50,080 lin. ft. Both to British Standard No. 11-1959, Section 1. Tender No. 6541:015, bid deadline Sept. 30. Tender documents are available from the Office of the Chief Supply Officer, Rhodesia Railways, P.O. Box 1999, Bulawayo. Include $1.40 to cover airmail charges to the U.S. Copy of the tender documents, including drawing, may be examined only in Rm. 4222, Iron & Steel Division, BDSA, Department of Commerce, Washington, D.C.

335 Rolling, drawing, extruding of nonferrous metals

PHILIPPINES—Copper tubes from surplus stocks. Requests quotations from surplus exporters and dealers. Francisco L. Benedicto, Manager, B. Benedicto & Sons Co., Inc. (importer, wholesaler, retailer), 141-145 Plaridel St., Cebu City. WTD 7/9/64.

★★ TAIWAN—Trade Mission

Copper wires, water resistant enamelled for winding of submersible motors. Young Chen Enterprises Co., Ltd. (importer, exporter), 12-3 Lane 65 Chungshan North Rd., Section 2, Taipei. WTD 7/28/65. TM 62B.

336 Nonferorus foundries

★★ TAIWAN—Trade Mission

Zinc, magnesium, lead bars or ingots. Tung Kang Development Corp. Ltd. (manufacturer, exporter, wholesaler), 43 Hua Yin St., Taipei. WTD 7/28/65. TM 138B.

341 Metal cans

FRANCE—Metal cans for aerosols. Societe de Precision Metallurgique & Industrielle—P.M.I. (wholesaler, commission agent, merchant), 16 Rue Le Bouvier, Bourg-la-Reine (Seine). WTD 5/10/65.

342 Cutlery, hand tools, general hardware

BELGIUM—All kinds of hand tools for home workshops. Direct purchase or agency. Etablissements Andre Van Ackere S.A. (importer, wholesaler), 92 Rue Picard, Brussels. WTD 6/29/65.

FINLAND—Automotive vehicle repair and maintenance tools, drills, related products. Requests descriptive literature, prices, terms. Direct purchase or agency. Oy Finnmarket Ab (manufacturer, importer, wholesaler), Sornaisten Rantatie 7, Helsinki. WTD 6/30/65.

FRANCE—Kitchen cutlery; household hardware; all kinds of hand tools. Requests replies in French. Societe des Etablissements Schmit Freres (importer, wholesaler), 5 Rue Neuve, Thionville (Moselle). WTD 7/30/65.

PHILIPPINES—Marine hardware from surplus stocks. Requests quotations from surplus exporters and dealers. Francisco L. Benedicto, Manager, B. Benedicto & Sons Co., Inc. (importer, wholesaler, retailer), 141-145 Plaridel St., Cebu City. WTD 7/9/64.

343 Heating apparatus, plumbing fixtures

FRANCE—Heating equipment for industrial and domestic use; plumbing fixtures, all kinds. Requests replies in French. Societe des Etablissements Schmit Freres (importer, wholesaler), 5 Rue Neuve, Thionville (Moselle). WTD 7/30/65.

Plumbing fixtures, all kinds. Requests replies in French. Etablissements Maurice Jacques & Cie. (importer, wholesaler), 54/56 Rue Haute Seille, Metz (Moselle). WTD 8/3/65.

Heating equipment for all purposes other than power, including all gas, oil and stoker coal-fired equipment for automatic utilization of gaseous, liquid, solid fuels. Direct purchase and agency. Airgaine (manufacturer, importer, dealer), 30 Rue Anizan-Cavaillon, Le Bourget (Seine). WTD 5/19/65.

TRINIDAD—Gas stoves. Sa Gomes Ltd. (importer, wholesaler, retailer), 44 Independence Sq., Port of Spain. WTD 6/29/65.

344 Fabricated structural metal products

FRANCE—Cryogenic equipment, including production units, instruments; accessories for gaseous and liquid oxygen, argon, compressed gas and other categories of gases; gas processing equipment; gas cylinders, tanks, vessels, other storage and transportation equipment; high-pressure pumping systems, etc., suitable for use in France. Direct purchase and agency. Ateliers Bigata (dealer), 60 Rue de Pessac, Bordeaux, Gironde. WTD in preparation.

348 Fabricated wire products

PHILIPPINES—Wire ropes from surplus stocks. Requests quotations from surplus exporters and dealers. Francisco L. Benedicto, Manager, B. Benedicto & Sons Co., Inc. (importer, wholesaler, retailer), 141-145 Plaridel St., Cebu City. WTD 7/9/64.

349 Fabricated metal products

FRANCE—Tube tools, all kinds. Requests replies in French. Etablissements Maurice Jacques & Cie. (importer, wholesaler), 54/56 Rue Haute Seille, Metz (Moselle). WTD 8/3/65.

351 Engines, turbines

FINLAND—Gas turbine drive power plants, 6,000-10,000 kva.; requests full details, prices, terms; direct purchase or agency. Masino, Wikberg & Co. (importer, agent), P. Rautatiekatu 19, Helsinki. WTD 1/27/65.

352 Farm machinery

BRAZIL—Machines for picking vegetables, especially peas and beans; other vegetable and fruit processing machinery. Canner desires quotations cif Rio de Janeiro. Request catalog, literature. Industria Alimenticia Caledonia Ltda., Caixa Postal 37, Nova Friburgo, Estado do Rio de Janeiro. WTD 8/4/65.

FRANCE—General utility tractors, diesel, 6-8 hp. with attachments; power microtractors and agricultural tractors, medium-duty (9 hp. and up, gasoline, others), for farm use. Direct purchase and agency for France or section thereof. Request replies in French. Barrier & Co. (wholesaler, retailer, distributor), 11-15 Rue Wilson, Bergerac, Dordogne. WTD 2/7/63.

PAKISTAN—Cattle farm, slaughter house and dressing sections, meat cutting section; poultry farm including layer hatchery, processing sections; chicken killing packing and dressing sections for whoesale market. Capacity 100,000 birds. Quotation by Oct. 15 or sooner. Specifications available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. The People's Industries Ltd (manufacturer), 189 Mohanpura Scheme, Rawalpindi, West Pakistan. WTD 7/26/65.

353 Construction, mining, materials handling machinery

AUSTRALIA—Pneumatic conveyors, for transferring bulk loads of materials such as fly ash, soda ash, cement. Williams Marketing Corp. Pty. Ltd. (importer, exporter, manufacturer, distributor), 241 Pitt St., Sydney, N.S.W. WTD 10/15/64.

● **CEYLON**—2 wheel type tractor shovel-loaders; 10 tipping trucks, 4 cu. yd.; 2 generator sets, 30 KW diesel powered; 2 portable air compressors, 365 CFM, diesel powered; 1 portable air compressor, 500 CFM, diesel powered; 3 air compressors, 9 CFM at 150 lb. per sq. in. petrol engine; 3 battery chargers 6 and 12 v. Set of spare parts catalogs for each item in this invitation. Bid deadline Oct. 26. The Chairman, Tender Board, Ministry of Land, Irrigation & Power, P.O. Box 500, Colombo.★ (Telephone: 202-WO 7-5566).

● **CHILE**—2 passenger elevators, capacity 910 kilos each. Tender No. 212, bid deadline Sept. 10. Bidders must be legally represented in Chile. Direccion de Aprovisionamiento del Estado (State Purchasing Dept.), Calle Amunategui No. 66, 4° piso, Casilla (P.O. Box) 24-D, Santiago. Specifications in Spanish.★ (Telephone: 202-WO 7-5589).

● **ETHIOPIA**—Ato Abdela Abdurahman, Assistant Mayor, Finance Dept., Municipality of Addis Ababa, P.O. Box 356, Addis Ababa, requires catalogs and prices, cif Assab, for variety of types, kinds and sizes of construction machinery and equipment to be purchased and delivered at end of current rainy season (Oct.). No tenders and no deadline for submission offers are supplied. Manufacturers should alert agents or franchised distributors regarding this trade opportunity.★ (Telephone: 202-WO 7-5566).

FRANCE—Conveyor systems and equipment for materials handling and general industrial uses, including power belt conveyors of all categories. Potential direct importers and sales agents for France or section thereof. Request replies in French. Etablissements Marcel Labeunie (dealer), 4 Rue Capdeville, Bordeaux, Gironde. WTD in preparation.

GERMANY—Ditching machinery for construction of pipelines; snow plows, crawler type. Direct purchase and/or agency. Request quotations cif European ports. Guenther G. Gierlichs, Bergbau- und Industriemaschinen (importer, wholesaler, sales agent), 86 Bachemer Strasse, 5 Koeln-Lindenthal. WTD 7/30/65.

GREECE—Used tractors for roadbuilding, preferably Caterpillar; new spare parts for tractors, preferably Caterpillar, Allis Chalmers. N. M. Abatzis & A. K. Georgiadis (importer, wholesaler, retailer), 177 Pireos St., Athens 307. WTD 8/6/65.

NETHERLANDS—Dredging equipment and material, parts, accessories. Request literature, brochures, price lists. Direct purchase and agency. Baan Hofman, Machinefabriek & Reparatiebedrijf N. V. (importer, manufacturer, exporter), 29 Floresstraat, P.O. Box 28, Gorinchem. WTD 7/12/65.

● **NEW ZEALAND**—5 truck mounted drill rigs capable of drilling to 1200 ft. using NW or N rods and of handling up to 15,000 lb. drill rods or casing. Tender No. SMQ 5873, bid deadline Sept. 8. Stores Manager, Ministry of Works, P.O. Box 8024, Wellington, New Zealand. Tender documents available from New Zealand Senior Trade Commissioner in the U.S.A., 1145 19th St. NW., Washington, D.C. 20036.

● 8 wheel type tractor shovel-loaders, 1¼ cu. yd. capacity, 80 hp. diesel engine, accessories, optional equipment, tender No. SMQ 5884; 7 wheel type tractor shovel-loaders, 1¼ cu. yd. capacity, 70 hp. diesel engine, accessories, optional equipment, tender No. 5883; 5 wheel type tractor shovel-loaders, 2¼ cu. yd. capacity, articulated steering, accessories, optional equipment, tender No. 5885; 3 crawler type tractor shovel-loaders, 1⅛-1¼ cu. yd. capacity 50-60 hp. diesel engine, accessories, tender No. 5886. Bid deadline for each tender Sept. 14. Stores Manager, Ministry of Works, P.O. Box 8024, Wellington. Copies of tenders available from the New Zealand Senior Trade Commissioner in the U.S.A., 1145 19th St. NW., Washington, D.C. 20036.

PHILIPPINES—Logging equipment and mining accessories from surplus stocks. Request quotations from surplus exporters and dealers. Francisco L. Benedicto, Manager, B. Benedicto & Sons Co., Inc. (importer, wholesaler, retailer), 141-145 Plaridel St. Cebu City. WTD 7/9/64.

SOUTH ARABIA—Interested in buying equipment to extract 600 tons of salt per 8-hr. day from salt pans 200 sq. ft., 18″ deep. Solidified salt must be broken and lifted on to 2 platforms 3 ft. above salt level. Electric power 400. v. 3 cycles AC available. Indo-Aden Salt Manufacturing & Trading Co. Ltd. (exporter, importer, mining), P.O. Box 345, Crater, Aden. WTD in preparation.

● **SUDAN**—One electric overhead travelling crane, single girder type, 3 ton capacity. Tender No. 3266, bid deadline Sept. 16. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London, S.W.1.★ (Telephone: 202-WO 7-5589).

★★ **TAIWAN—Trade Mission**

Deep oil well drilling equipment and parts. Young Chen Enterprises Co., Ltd. (importer, exporter), 12-3 Lane 65 Chungshan North Rd., Section 2, Taipei. WTD 7/28/65. TM 62A.

Fork lift truck for general industrial use. Great China Union Co., Ltd. (importer, commission agent), P.O. Box 1673, Taipei. WTD 7/27/65. TM 18C.

● **URUGUAY**—5 road sweepers (front mounted brooms) for use in preparation of bituminous paving, 250 cu. meter (minimum) capacity of blower, gasoline engine driven. Tender No. 85, bid deadline Sept. 8. Ministerio de Obras Publicas, Seccion Licitaciones, Av. 18 de Julio 1112, Montevideo. Tender documents available in Spanish only.★ (Telephone: 202-WO 7-5566).

● 24 trailer mounted, 20,000 liter minimum capacity bituminous distributors, steam heated at 10 kg/cm2 pressure. Tender No. 87, bid deadline Sept. 10. Ministerio de Obras Publicas, Seccion Licitaciones, Av. 18 de Julio 1112, Montevideo. Tender documents available in Spanish only.★ (Telephone: 202-WO 7-5566).

354 Metalworking machinery

BELGIUM—All kinds of "do it yourself" power-driven tools. Direct purchase or agency. Etablissements Andre Van Ackere S.A. (importer, wholesaler), 92 Rue Picard, Brussels. WTD 6/29/65.

FRANCE—Automotive maintenance equipment such as repair parts, boring machines, brake lining appliers, towing bars, speedometer test benches, car washing machinery, hydraulic brake bleeders, engine cleaners, spark plug cleaners, towing cradles, creepers, degreasing machines, bearing oil leak detectors, oil changing machines. Direct purchase and agency. Mr. R. Romann—Amicale de Grossistes Francais (dealer), 2 Rue de Prony, Paris 17e. WTD 5/5/65.

GERMANY—Electronic and pneumatic gauges and measuring devices. Direct purchase and agency, Schneider & Kern (manufacturer, exporter), 7119 Niedernhall, Kreis Kuenzelsau, Wilhelmstrasse 3. WTD 8/3/65.

Electronic and mechanical measuring devices and machines (metric system); high precision machine tools. Direct purchase and agency. Hommel-Werke G.m.b.H. (manufacturer, importer, wholesaler, sales agent), 68 Mannheim-Kaefertal, Turbinenstrasse 1-5. WTD 9/25/64.

Large drilling machines for construction of transalpine pipeline. Direct purchase and/or agency. Request quotations cif European ports. Guenther G. Gierlichs, Berbau- und Industriemaschinen (importer, wholesaler, sales agent), 86 Bachemer Strasse, 5 Koeln-Lindenthal. WTD 7/30/65.

GREECE—Drilling equipment, including rock bits. N. M. Abatzis & A. K. Georgiadis (importer, wholesaler, retailer), 177 Pireos St., Athens 307. WTD 8/6/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

● **INDIA**—Turret lathe, height of center over bed—230 mm, max. turning dia. over bed—510 mm, max. turning dia. over carriage—450 mm, max. distance spindle to turret—750 mm. Tender No. T2/9330/65/E, bid deadline Sept. 2. The Chief Engineer, Madras Port Trust, Madras 1. Tender documents available from India Supply Mission, 2536 Massachusetts Ave. NW. Washington, D.C. 20008. Ref. No. D/ENQ/1825. Fee $1.05 each (payable in advance).

SWITZERLAND—Automotive maintenance equipment. Direct purchase and agency. Sigfried Weber AG (importer, commission agent), Imbisbuehlstrasse 128, 8049 Zurich. WTD 8/5/65.

355 Special industry machinery

ANGOLA—Dairy and milk product plant machinery and equipment. Uniao Comercial de Automoveis, Lda. (importer, distributor, cattle farm, real estate, auto assembly), P.O. Box 1236, Luanda. WTD 8/26/64.

AUSTRALIA—Textile machinery. Direct purchase and agency. The Reading Pty. Ltd. (importer, retailer), 82 Albion St., East Brunswick, N.11, Victoria. WTD 6/11/65.

DENMARK—Granite splitting machinery for production of curbstones. Aktieselskabet De Forenede Granitbrud (manufacturer), Ronne, Bornholm. WTD 3/21/60.

Shoe making machinery. Hugo Faber (importer, agent), 1-D Lundtoftevej, Kgs. Lyngby. WTD 2/5/65.

● **IRAN**—One bottle filling machine, 2,000 to 2,500 large and small bottles per hr. capacity, operating with 220 v. current. Tender No. 44/413, bid deadline Oct. 2. Iranian State Railways, Maydane Rah Ahan, Tehran.★ (Telephone: 202-WO 7-5589).

★★ LEBANON—Trade Mission

Complete equipment for manufacture of book and box matches. Requests replies in French. Cherif Takieddine (manufacturer, exporter, wholesaler), P.O. Box 832, Beirut. WTD 8/3/65. TM 59.

MALAYSIA—Chain saws. Teck Huat Brothers Co. Ltd. (importer, wholesaler), 21-22 Jalan Dato Teoh Siew Khor, Kluang, Johore. WTD 7/21/65.

PAKISTAN—Ice cream plant with a capacity of approx. 400 liters per hour (88 imp. gal. or 107 U.S. gal.). Requests quotations by Oct. 15 or sooner. Additional details available on loan from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. The People's Industries Ltd. (manufacturer), 189 Mohanpura Scheme, Rawalpindi, West. WTD 7/26/65.

★★ TAIWAN—Trade Mission

Small size dry freezing plants for food. Great China Union Co., Ltd. (importer, commission agent), P.O. Box 1673, Taipei. WTD 7/27/65. TM 18A.

Woodworking machinery to convert lumber into pulp and plywood. Great China Union Co., Ltd. (importer, commission agent), P.O. Box 1673, Taipei. WTD 7/27/65. TM 18.

URUGUAY—Complete fruit processing plant, including sorters, graders, washers, sackers, conveyors; 220 v. 50 cycle power available. Fritz Schwed-Representaciones (selling agents), Av. 18 de Julio 2333, P-11, Montevideo. WTD 7/23/65.

356 General industrial machinery

AUSTRALIA—Case sealing and packaging machinery. Direct purchase and agency. The Reading Pty. Ltd. (importer, retailer), 82 Albion St., East Brunswick, N.11, Victoria. WTD 6/11/65.

DENMARK—Non-branded spare parts for pumps and governors for truck and tractor diesel engines; mainly parts interchangeable with German Bosch and British C.A.V. and Simms. Sigfred Jenson & Co. A/S (importer, wholesaler), 81 Ewalds Alle, Esbjerg. WTD 8/2/65.

FINLAND—Air fresheners and related air purification equipment for use in commercial, institutional or industrial installations. If electric, must be 220 v. 50 cycle, A.C. Requests descriptive literature, prices, terms. Ky. Puts-Vack (importer, retailer), Kalliolanrinne 4, Helsinki. WTD 7/29/65.

FRANCE—Ball and roller bearings and components, such as ball thrust bearings; taper roller bearings; pillow-block bearings and bearing units; self-aligning spherical roller bearings; needle bearings; staggered roller bearings; self-lubricating and oil-type bearings; tubular hollow sleeve bearings; steel-backed, nylon, bronze, or copper-lined products for automotive industry, textile machinery, agricultural equipment, other industrial uses. Agency and direct purchase. Etablissements Perry (wholesaler, dealer, sales agent), 8 Rue Fondaudege, Bordeaux, Gironde. WTD in preparation.

GERMANY—Air-conditioning equipment, all kinds. Direct purchase and/or agency. Requests quotations cif European ports. Guenther G. Gierlichs, Bergbau- und Industriemaschinen (importer, wholesaler, sales agent), 86 Bachemer Strasse, 5 Koeln-Lindenthal. WTD 7/30/65.

PHILIPPINES—Roller chains, ship chains, tire chains from surplus stocks. Requests quotations from surplus exporters and dealers. Francisco L. Benedicto, Manager, B. Benedicto & Sons Co., Inc. (importer, wholesaler, retailer), 141-145 Plaridel St., Cebu City. WTD 7/9/64.

★★ TAIWAN—Trade Mission

Deep well pump, 4" dia., 100 gallon per minute. Young Chen Enterprises Co., Ltd. (importer, exporter), 12-3 Lane 65 Chungshan North Rd., Section 2, Taipei. WTD 7/28/65. TM 62.

358 Service industry machines

BELGIUM—Vending machines, all kinds. Holland-Belgie-Europe (importer, retailer, agent), 276 Avenue Louise, Brussels. WTD 7/1/65.

FINLAND—Electric hand dryers, related equipment; must be 220 v., 50 cycle, A.C. Requests descriptive literature, prices, terms. Ky. Puts-Vack (importer, retailer), Kalliolanrinne 4, Helsinki. WTD 7/29/65.

Vending machines, especially those designed for sale of soft goods, e.g., textile products. Requests descriptive literature, prices, terms. Osakeyhtio Neovius (importer, wholesaler), Munkkisaarenkatu 2, Helsinki. WTD 7/15/65.

FRANCE—Laundry and dry cleaning equipment, pressing machines for commercial and industrial use. Difoma—Ste de Diffusion de Fournitures et Materiels Techniques (importer, wholesaler, agent), 20 Rue de la Saussiere, Boulogne (Seine). WTD 2/18/65.

Dry-cleaning and laundry equipment, self-contained, coin-operated, single units, for commercial uses (hotels, restaurants, collectivities), including dry-cleaners, laundry washing machines (long and short cycle washers), washer-extractors, other equipment. Capacity 10 lb. to 25 lb. Automatic, gas or electrically operated. Ironers and related lines. Direct purchase and agency. Requests replies in French. Etablissements Gochoki (C. Detrait) (sales agent, dealer), Place de la Halle, Barsac, Gironde. WTD in preparation.

Equipment, automatic machines, attachments, accessories, tools for use in industrial floor and wall covering, including polishers and grinders for concrete surfaces, floor scrapers, etc. Direct purchase and agency for France or section thereof. Requests replies in French. Etablissements Marcel Labeunie (dealer), 4 Rue Capdeville, Bordeaux, Gironde. WTD in preparation.

PAKISTAN—Central station air conditioners. Direct purchase and agency. Requests quotations c&f Karachi. Pakistan Radio House Ltd. (importer, agent), 27 Victoria Rd., Rex Annex, P.O. Box 7234, Karachi 3. WTD 7/30/65.

★★ TAIWAN—Trade Mission

Air conditioning equipment for passenger bus capable of reaching 28-35 passengers. Great China Union Co., Ltd. (importer, commission agent), P.O. Box 1673, Taipei. WTD 7/27/65. TM 18A.

TRINIDAD—Air conditioning units for domestic and commercial use. Sa Gomes Ltd. (importer, wholesaler, retailer), 44 Independence Sq., Port of Spain. WTD 6/29/65.

Electric dishwashing machines, water coolers, deep freezers, for commercial use. Direct purchase and agency. W. B. C. Hillebrand & Co. (importer, wholesaler, agent), 27-31 Henry St., Port of Spain. WTD 4/12/65.

361 Electric transmission, distribution equipment

● **LISBON**—Supply and installation of low and medium voltage switchboards for Carregado thermo-electric station. Bid deadline Sept. 27. Specifications available from Empresa Termoelectrica Portuguesea, S.A.R.L., Rua Rosa Araujo 311-3°, Lisbon upon payment of $17.50 per copy. Project being financed by the World Bank.

● **THAILAND**—Supply of control and distribution board equipment. Tender No. YEA 35/2508-IBRD-19, bid deadline Sept. 15. Tender documents and specifications obtainable from Purchasing Dept., Yanhee Electricity Authority, North Bangkok, upon nonrefundable payment of $20 per set.★ (Telephone: 202-WO 7-4242).

362 Electrical industrial apparatus

FRANCE—Electric motors. Direct purchase and agency. Requests replies in French. Ets E. Ragonot (manufacturer, wholesaler, importer), 7-15 Bld. Gabriel-Peri, Malakoff (Seine). WTD 5/4/65.

★★ TAIWAN—Trade Mission

Welding equipment for general machine shops, working unit, no attachments. Great China Union Co., Ltd. (importer, commission agent), P.O. Box 1673, Taipei. WTD 7/27/65. TM 18B.

363 Household appliances

BELGIUM—Smalle electrical household appliances, all kinds. Direct purchase or agency for Belgium and The Netherlands. Etablissements Gourdet (importer, agent), 54 Avenue Princesse Elizabeth, Brussels. WTD 6/28/65.

Refrigerators, freezers, irons, mixers, air conditioners, other electrical household appliances. Rychar S.P.R.L. (importer, wholesaler), 23 Place de la Digue, Charleroi. WTD 6/26/65.

ETHIOPIA—Electric diffusers, water heaters. Requests catalogs, technical information. Direct purchase and agency. Genetrade Co. Ltd. (importer, exporter), P.O. Box 1853, Addis Ababa. WTD 7/8/64.

FINLAND—Electric mixers, small vacuum cleaners, polishing units, vaporizers, toothbrushes, kitchen, bathroom or other household machines and small appliances, to operate on 220 v., 50 cycle A.C. current. Requests descriptive literature, price lists. Direct purchase or agency. Iskumetalli (manufacturer, importer, retailer), Division of Lohjan Kalkkitehdas Oy, Karjalankatu 2, Lohja. WTD 1/19/65.

FRANCE—All kinds of kitchen and electric household appliances. Requests replies in French. Societe des Etablissements Schmit Freres (importer, wholesaler), 5 Rue Neuve, Thionville (Moselle). WTD 7/30/65.

Household cooking equipment, refrigerators, laundry equipment. Electric housewares and fans; vacuum cleaners. Direct purchase and agency. Requests replies in French. Etablissements Facon (importer, wholesaler), 121 a 125 Rue du Marche, Lille, Nord. WTD 7/20/64.

Household cooking equipment, refrigerators, laundry equipment. Electric housewares and fans. Direct purchase and agency. Societe de Precision Metallurgique & Industrielle (P.M.I.) (wholesaler, commission merchant, agent), 16 Rue Le Bouvier, Borug-la-Reine (Seine). WTD 5/10/65.

PAKISTAN—Electrical appliances, parts, accessories. Direct purchase and agency. Requests quotations c&f Karachi. Pakistan Radio House Ltd. (importer, agent), 27 Victoria Rd., Rex Annex, P.O. Box 7234, Karachi 3. WTD 7/30/65.

★★ TAIWAN—Trade Mission

Electrical household appliances, especially electric mosquito killers. Shong Tai Trading Co. (manufacturer, importer, exporter), 30 Chung Shan Rd., Tainan. WTD 7/28/65. TM 120.

TRINIDAD—Electric refrigerators. Sa Gomes Ltd. (importer, wholesaler, retailer), 44 Independence Sq., Port of Spain. WTD 6/29/65.

Electric refrigerators (6 to 12 cu. ft.), deep freezers, pop-up toasters, dishwashers. Direct purchase and agency. W. B. C. Hillebrand & Co. (importers, wholesalers, agents), 27-31 Henry St., Port of Spain. WTD 4/12/65.

Stoves, blenders, liquefiers, refrigerators, food mixers, frying pans; gas cookers. Direct purchase and agency. A. A. Hodgkinson Ltd. (importer, wholesaler, retailer, commission agent), 101 Duke St., Port of Spain. WTD 10/10/63.

364 Electric lighting, wiring equipment

BELGIUM—Incandescent light fixtures and portable lamps for household use. Rychar S.P.R.L. (importer, wholesaler), 23 Place de la Digue, Charleroi. WTD 6/26/65.

FINLAND—Automotive vehicle electric lighting and related goods such as tools for wiring or maintenance. Requests descriptive literature, prices, terms. Direct purchase or agency. Oy Finnmarket Ab (manufacturer, importer, wholesaler), Sornaisten Rantatie 7, Helsinki. WTD 6/30/65.

FRANCE—Fluorescent lamps, vapor and fluorescent lamps; other electric light sources. Direct purchase and agency. Requests replies in French. Etablissements Facon (importer, wholesaler), 121/125 Rue du Marche, Lille, Nord. WTD 7/20/64.

GERMANY—Electrical insulation materials and cables. Direct purchase or agency. Paul Irrgang (sales agent, importer), 28 Humboldtstrasse, 28 Bremen. WTD 6/3/65.

365 Radio, television receiving sets

FRANCE—Radio and television receivers, home types. Direct purchase and agency. Societe Precision Metallurgique & Industrielle (P.M.I.) (wholesaler, commission merchant, agent), 16 Rue Le Bouvier, Bourg-la-Reine (Seine). WTD 5/10/65.

366 Communication equipment

● **GUATEMALA**—Private automatic telephone branch exchange with 10 trunks, capacity for 100 subscribers. Tender No. 29-65, bid deadline Sept. 10. Complete specifications from: Departamento de Bienes Nationales y Licitaciones, 3a. Calle 3-49, Zona 1, Guatemala City. Only offers from firms legally established in Guatemala will be considered.

● **INDIA**—Supply of 186,000 telephone magnets for use in manufacturing telephones. Tender No. 11092/SPC, bid deadline Sept. 27. **Write:** Purchase Officer, Indian Telephone Industries Ltd., Dooravani Nagar, Bangalore 16, Mysore State.

● Bilingual, automatic time announcing and associated equipment for use in automatic telephone exchange. Tender No. 162-5/65—TPS, bid deadline Sept. 3, 4 p.m. (IST). Asst. Chief Engineer (CP), Post & Telegraph Directorate, Parliament St., New Delhi 1.

LEBANON—Telephone equipment and parts, telephone sets, telephone central office equipment. Direct purchase and agency. Tamer Freres, S.A.L. (importer, wholesaler), P.O. Box 84, Rue George Picot, Beirut. WTD 5/21/65.

SPAIN—All types of electronic military communication equipment. Direct purchase and agency. Requests replies in Spanish. Lacomat (importer, exporter, agent), Edificio Banco Iberico, Avda. de Jose Antonio 18, Madrid. WTD 8/6/65.

367 Electronic components, accessories

BELGIUM—Electronic tubes and semiconductors. Direct purchase or agency for Belgium and other Western European countries. Etablissements Halfin (importer, exporter, agent), 11-13 Rue du Canal, Brussels. WTD 7/1/65.

FRANCE—Potentiometers, types used as electronic components. Direct purchase and agency. Requests replies in French. Ets E. Ragonot (manufacturer, wholesaler, importer), 7-15 Bld Gabriel-Peri, Malakoff (Seine). WTD 5/4/65.

GERMANY—Electronic components. Direct purchase or agency. Paul Irrgang (sales agent, importer), 28 Humboldtstrasse, 28 Bremen. WTD 6/3/65.

369 Electrical machinery, equipment, supplies

FINLAND—All types of X-ray equipment for medical or research applications. Requests descriptive literature, prices, terms. Ris-Ko Oy (importer, wholesaler), Bulevardi 12, Helsinki. WTD 3/29/65.

FRANCE—Aircraft electrical equipment; highly technical electrical and electronic products as used in aeronautics. Direct purchase and agency. Requests replies in French. Ets E. Ragonot (manufacturer, wholesaler, importer), 7-15 Bld. Gabriel-Peri, Malakoff, Seine. WTD 5/4/65.

GERMANY—Electrical air-mattress inflator powered by automobile battery. Direct purchase and agency. Quotations cif Bremen or fob U.S. port. Gebrueder Thiele (wholesaler, distributor), Osterhagen-Ihlpohl, P.O. Box 210, 282 Bremen-Lesum 1. WTD 7/29/65.

371 Motor vehicles, motor vehicle equipment

FINLAND—Lubricating equipment, related items, for automotive vehicles. Requests descriptive literature, prices, terms. Direct purchase or agency. Oy Finnmarket Ab (manufacturer, importer, wholesaler), Sornaisten Rantatie 7, Helsinki. WTD 6/30/65.

FRANCE—Automobile chassis; automotive auxiliary components such as ash receivers, condensers, defrosters, fender flaps, auxiliary fuel tanks, heaters, pedal extensions, directional signals, hand brake signals, stop signals, wiring junctions, fuse blocks. Direct purchase and agency. Mr. R. Romann—Amicale de Grossistes Francais (dealer), 2 Rue de Prony, Paris 17e. WTD 5/5/65.

Automotive spare parts, replacement parts, accessories, supplies of all categories (for U.S.

makes) such as clutches, brakes, brake-linings, piston rods, gearshifts, gaskets. Light-duty garage equipment and tools. Agency and direct purchase. Etablissements Fourni-Auto (wholesalers), c/o Mr. Pohl, Import Manager, 116 Rue Fondaudege, Bordeaux, Gironde. WTD 10/2/62.

ISRAEL—Sports cars ("Go-Karts"): fast, small, plus frames (heavy duty), tires; spare parts and accessories. Requests prompt offers, including illustrated catalogs, technical literature, price lists. The Israel Automobile Sport Club & Karting Ltd., c/o Misha Mostovoy, 24 Chissin St., Tel Aviv. WTD 4/1/65.

PAKISTAN—Crankshafts; pistons, piston rings; starters, starter parts; spark plugs; main bearings, gear box, complete; timing motors, timing gears, synchronous, electric; all for U.S., B.M.C. and continental passenger cars. Zetah (importing distributor), 5/10 The Mall, Rawalpindi, West. WTD 7/30/65.

PHILIPPINES—Automotive spares and accessories from surplus stocks. Request quotations from surplus exporters and dealers. Francisco L. Benedicto, Manager, B. Benedicto & Sons Co., Inc. (importer, wholesaler, retailer), 141-145 Plaridel St. Cebu City. WTD 7/9/64.

SPAIN—All types of military vehicles. Direct purchase and agency. Request replies in Spanish. Lacomat (importer, exporter, agent), Edificio Banco Iberico, Avda. de Jose Antonio 18, Madrid. WTD 8/6/65.

372 Aircraft, parts

● **ARGENTINA**—Spare parts for Beechcraft Bonanza Model 35 Aircraft Tender No. M-90, deadline Sept. 17. See conditions at Argentine Aeronautical Military Mission, 12 West 56th St., 3rd Floor (P.O. Box 208 - Radio City Station), New York, New York 10019.

CEYLON—Equipment related to servicing aircraft on the ground, i.e, for providing passenger and cargo handling and engineering services such as starters, air conditioning units, tractors. General Manager, Air Ceylon, Ltd., P.O. Box 692, Colombo.

PAKISTAN—Aircraft parts, accessories. Requests quotations c&f Karachi. Direct purchase and agency. International Aviation (importer, agent), Karachi House, McLeod Rd., Karachi. WTD 7/22/65.

SPAIN—Aircraft equipment: assemblies, subassemblies, parts; body assemblies, parts; engine, engine parts; internal combuston, jet propulsion; power transmission equipment; propellers, propeller shafts, parts. Direct purchase and agency. Requests replies in Spanish. Lacomat (importer, exporter, agent), Edificio Banco Iberico, Avda. de Jose Antonio 18, Madrid. WTD 8/6/65.

373 Ship building, repairing

NETHERLANDS—Dredging equipment and material, parts, accessories. Requests literature, brochures, price lists. Direct purchase and agency. Baan Hofman, Machinefabriek & Reparatiebedrijf N.V. (importer, manufacturer, exporter), 29 Floresstraat, P.O. Box 28, Gorinchem. WTD 7/12/65.

375 Motorcycles, bicycles, parts

PAKISTAN—Gears and parts for scooters and motorcycles for continental, British, U.S. makes. Zetah (importing distributor), 5/10 The Mall, Rawalpindi, West. WTD 7/30/65.

381 Engineering, laboratory scientific, research instruments

BELGIUM—Laboratory apparatus and equipment for meteorological use. Direct purchase or agency for Belgium and certain countries in Western Europe and Africa. Bureau Technique Jean E. Wintgens (importer, exporter), 7-9 Rue Neuve, Eupen. WTD 7/9/65.

FINLAND—Laboratory utensils of platinum. Requests descriptive literature, price lists. Oy Apta Ab (importer), Nilsiankatu 6, Helsinki. WTD 7/28/65.

● **NEW ZEALAND**—Four visual approach slope indicator systems type "A." Tender No. CAQ-164/65, bid deadline Sept. 1. Stores Manager, Dept. of Civil Aviation, Private Bag, Wellington. Tender documents available from the New Zealand Senior Trade Commissioner in the U.S.A., 1145 19th St. NW, Washington, D.C. 20036. Reference No. 65/145. Copy of tender documents available for review in the Scientific, Photographic Business Equipment Division, BDSA-6440, U.S. Department of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-3518).

382 Instruments for measuring, controlling, indicating physical characteristics

FRANCE—Precision instruments, control devices, scientific apparatus for marine, aviation, industrial uses, including up-to-date radar and electronic equipment, products such as compasses (magnetic and others), logs, manometers, sounders, rudder-angle indicators, gauges, oscillators. Agency and direct purchase. Poitevin-Duault (Etablissements) (dealer, manufacturer), 2 Quai des Chartrons, Bordeaux, Gironde. WTD 9/11/63.

384 Surgical, medical, dental instruments

● **EL SALVADOR**—9,000 hypodermic syringes as follows: 3,000 2cc.: 3.000 5cc.; 3,000 10cc. Tender No. 88 (65), bid deadline Aug. 31. Terms and specifications in Spanish. Correspondence preferred in Spanish. Proveeduria General de la Republica, Avenida Espana 613, San Salvador.★ (Telephone: 202-WO 7-3518).

FINLAND—Medical and surgical instruments, equipment, supplies; related items. Requests descriptive literature, prices, terms. Ris-Ko Oy (importer, wholesaler), Bulevardi 12, Helsinki. WTD 3/29/65.

FRANCE—Surgical apparatus, instruments and appliances for cardiovascular surgery, including suction and drainage pumps, aspirators, cardio-stimulators, pacemakers, defibrilators; oxygen tents, cardio-respiratory resuscitators, other artificial breathing apparatus; basal metabolism and spirometry instruments. Direct purchase and agency. Societe Gamida (importer, wholesaler), 41 Bld. du Montparnasse, Paris 6e. WTD 2/6/64.

395 Pens, pencils, office, artists' materials

FINLAND—Office supplies, equipment of all types. Requests descriptive literature, prices, terms. Vaino Korpinen Oy (importer, wholesaler, retailer), Kalliolanrinne 4, Helsinki. WTD 7/29/65.

399 Manufacturing industries

BELGIUM—Jukeboxes. Holland-Belgie-Europe (importer, retailer, agent), 276 Avenue Louise, Brussels. WTD 7/1/65.

Pin-ball and other coin-operated amusement machines. Holland-Belgie-Europe (importer, retailer, agent), 276 Avenue Louise, Brussels. WTD 7/1/65.

FINLAND—Hair dryers for household use; must be for 220 v., 50 cycle A.C. Requests descriptive literature, price lists. Direct purchase or agency. Marttinen Oy (manufacturer, exporter, importer, distributor), Lonnrotinkatu 4, Helsinki. WTD 12/11/64.

Toothbrushes, hair nets, hair curlers, other types of beauty cosmetic products. Requests full details, prices, terms, brochures if available. Oy Merkur-Rohdos Ab (importer, wholesaler), Vattuniemenkuja 1, Lauttasaari - Helsinki. WTD 7/30/65.

Liquid and other soap dispensers; related equipment. Requests descriptive literature, prices, terms. Ky. Puts-Vack (importer, retailer), Kalliolanrinne 4, Helsinki. WTD 7/29/65.

FRANCE—Advertising novelties and publicity articles; giftwares for advertising purposes; related lines, including gadgets and new products. Agency for southwest France. Rene Massonnat (sales agent), 14 Rue de Cursol, Bordeaux, Gironde. WTD 7/31/63.

JAPAN—Fresh water shells commonly known as pig toe shells, suitable for making kernels of cultured pearls. Daido Co., Ltd. (importer, exporter), Okazakibashi Bldg., 90 Utsubohonmachi 3-chome, Nishi Ku, Osaka. WTD 5/1/63.

★★ **TAIWAN—Trade Mission**

Fire extinguishing equipment for industrial plants. Great China Union Co., Ltd. (importer, commission agent), P.O. Box 1673, Taipei. WTD 7/27/65. TM 18D.

509 Wholesalers

★★ **TAIWAN—Trade Mission**

General retail merchandise. Chuan Ching Trading Co., Ltd. (manufacturer, importer, exporter), 17 Lane 53 Hoping West Rd., Section 3, Taipei. WTD 7/26/65. TM 24.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Lousaac-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, 505 Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone: 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, Federal Bldg., 300 Booth St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field crop farms

★★ TAIWAN—Trade Mission

Raw cotton. Harvest Trading Co., Ltd. (manufacturer, exporter), 114 Kang Ting Rd., Taipei. WTD 7/27/65. TM 40A.

199 Ordnance, accessories

AUSTRALIA—Military weapons, cartridges, grenades, tear gas, decontamination equipment, signal flares, life jackets, electronic communications equipment, generating sets. Haranel International Pty. Ltd. (manufacturer's representative), 125 Chapel St., St. Kilda, Victoria. WTD 5/7/65.

220 Textile mill products

BELGIUM—Textile fabrics for men's and women's suitings; material for women's dresses, poplins, artificial furs. Lambotte & Cie (wool trader), 143 Rue des 600 Franchimontois, Andrimont. WTD 7/29/65.

221 Broad woven fabrics, cotton

BELGIUM—Drapery fabrics, cotton. Agency for Benelux countries. Lambotte & Cie. (wool trader), 143 Rue des 600 Franchimontois, Andrimont. WTD 7/29/65.

222 Broad woven fabrics, manmade fiber, silk

BELGIUM—Drapery fabrics, rayon. Agency for Benelux countries. Lambotte & Cie. (wool trader), 143 Rue des 600 Franchimontois, Andrimont. WTD 7/29/65.

223 Broad woven fabrics, wool

BELGIUM—Woolen fabrics for men's, women's, children's apparel; woolen drapery fabrics. Agency for Benelux countries. Lambotte & Cie. (wool trader), 143 Rue des 600 Franchimontois, Andrimont. WTD 7/29/65.

FRANCE—Worsted fabrics for men's clothing. Louis Lannuzel (commission merchant), 20 Rue de Lorraine, Asnieres (Seine). WTD 6/14/65.

229 Textile goods

FRANCE—Coated and impregnated textiles for raincoats. Louis Lannuzel (commission merchant), 20 Rue de Lorraine, Asnieres (Seine). WTD 6/14/65.

Artificial and synthetic blankets. Cotton bed sheets, minimum length, finished, approx. 9'. Hand-towels and other household linens. Low-priced articles desired. Requests replies in French. Jean Breton (sales agent), 2 Rue Roger-Ducasse, Cauderan-Bordeaux, Gironde. WTD in preparation.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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233 Women's, misses', juniors' outerwear

FRANCE—Women's and misses' ready-made garments such as blouses, dresses, suits, skirts, coats. Dag-Europ (importer, dealer), 35 Rue des Jeuneurs, Paris 2e. WTD 7/9/64.

234 Women's, misses', children's, infants' under garments

FRANCE—Women's, misses' underwear and nightwear. Dag-Europ (importer, dealer), 36 Rue des Jeuneurs, Paris 2e. WTD 7/9/64.

238 Apparel, accessories

BELGIUM—Leather belts for men, women, children. Agency for Benelux countries. Lambotte & Cie. (wool trader), 143 Rue des 600 Franchimontois, Andrimont. WTD 7/29/65.

264 Converted paper, paperboard products

BELGIUM—Stationery: envelopes, paper, all kinds, for office use. Agency for Benelux countries. Lambotte & Cie. (wool trader), 143 Rue des 600 Franchimontois, Andrimont. WTD 7/29/65.

281 Industrial chemicals

BELGIUM—Industrial chemicals: acetates, chlorates, raw materials for plastic material production, cyanamid, fluorides, naphthenates, linoleates, resinates, oxides, hydroxides, peroxides, alkaline metals and by-products, polymer and monomer. Agency for Benelux countries. Socotecnic (importer, exporter, manufacturer), 16 Rue de l'Industrie, Brussels. WTD in preparation.

Industrial chemicals, including dyes, for textile and metalworking industries. Agency for Benelux countries. Lambotte & Cie. (wool trader), 143 Rue des 600 Franchimontois, Andrimont. WTD 7/29/65.

Raw materials and chemical intermediates for chemical and paper industries such as catalysers, accelerators, binding materials, emulsifiers, pigments, anti-foaming and anti-slimming agents; exclusive agency. Carbomet S.A. (importer, exporter, wholesaler, agent), 3 Galerie Ravenstein, Brussels. WTD 7/1/65.

PAKISTAN—Dyes, synthetic organic. Requests quotations c&f Karachi. Kudasons (importer, agent), 50 Millwala Market No. 2, Bombay Bazar, Karachi 2. WTD 7/27/65.

282 Synthetic materials

BELGIUM—Raw materials and basic products for plastics industry; exclusive agency. Carbomet S.A. (importer, exporter, wholesaler, agent), 3 Galerie Ravenstein, Brussels. WTD 7/1/65.

Dacron, nylon, polyester, cellulose, acetate, Orlon, other synthetic fibres of all kinds. Agency for Benelux countries. Lambotte & Cie. (wool trader), 143 Rue des 600 Franchimontois, Andrimont. WTD 7/29/65.

★★ TAIWAN—Trade Mission

Plastic raw materials; other chemicals. Heng Ho Enterprise Co., Ltd. (importer, exporter), 89-1 Chang Chun Rd., Taipei. WTD 7/26/65. TM 64.

287 Agricultural chemicals

PAKISTAN—Fungicides, insecticides. Requests quotations c&f Karachi. Toric & Co. (importer, agent), 15 Court Chamber, Opp. City Court, Karachi. WTD 6/24/65.

289 Chemical products

BELGIUM—Waterproofing products, silicones, bituminous materials, all kinds of roofing products and special water repellent paints. Exclusive agency for Common Market countries. Siphons Lion S.P.R.L. (importer), 45 Dreve du Moulin, Waterloo. WTD 6/29/65.

FRANCE—Frost-preventive compounds and defrosting products for automobile windshields; automobile cleaning and maintenance products. Lubricants, oil-additives and clarifiers. Requests replies in French. Lucien Sirben (agent), 14 Rue Rosa-Bonheur, Bordeaux, Gironde. WTD in preparation.

306 Fabricated rubber products

FRANCE—Rubberized fabrics for raincoats. Louis Lannuzel (commission merchant), 20 Rue de Lorraine, Asnieres (Seine). WTD 6/14/65.

307 Plastic products

BELGIUM—Plastic housewares and other products suitable for distribution in department, builders' supply, hardware, and soft furnishing stores. Agency for Benelux countries. Lambotte & Cie. (wool trader), 143 Rue des 600 Franchimontois, Andrimont. WTD 7/29/65.

FRANCE—Plastic materials for manufacturing raincoats. Louis Lannuzel (commission merchant), 20 Rue de Lorraine, Asnieres (Seine). WTD 6/14/65.

316 Luggage

BELGIUM—Bags, briefcases, trunks, hand cases, hat and shoe boxes, Pullman cases. Agency for Benelux countries. Lambotte & Cie. (wool trader), 143 Rue des 600 Franchimontois, Andrimont. WTD 7/29/65.

317 Handbags, personal leather goods

BELGIUM—Leather wallets for men and women. Jewelry cases for men, women, children. Agency for Benelux countries. Lambotte & Cie. (wool trader), 143 Rue des 600 Franchimontois, Andrimont. WTD 7/29/65.

319 Leather goods

BELGIUM—Leather novelties. Agency for Benelux countries. Lambotte & Cie. (wool trader), 143 Rue des 600 Franchimontois, Andrimont. WTD 7/29/65.

326 Pottery, related products

AUSTRALIA—Kitchen chinaware, vitreous and semi-vitreous. J. D. Adams & Co. (manufacturers' agent-distributor), 106 Montague Rd., South Brisbane, Queensland. WTD 7/31/63.

331 Steel mill products

PAKISTAN—Tin plates of prime and first quality; gauges 24, 26, 28, 30, 32. Requests quotations c&f Karachi. Mechanica Ltd. (importer, agent), 408 Qamar House, Bunder Rd., Karachi 2. WTD 1/26/65.

332 Iron, steel foundries

PANAMA—Cast iron pressure pipe and fittings. Requests catalogs, price lists. Exclusive agency. Politecnica, S.A. (manufacturers' representative), P.O. Box 5299, Panama, R.P. WTD 8/5/65.

342 Cutlery, hand tools, general hardware

AUSTRALIA—Metalworking files, specifically for auto body work. Donald C. Jefferies Pty. Ltd. (manufacturers' agents), 48 Petrie Terrace, Brisbane, Queensland. WTD 5/24/65.

BELGIUM—Blacksmith's hand tools; automotive body and fender repair tools; agricultural tools, edged hand types, for lawn and garden use; non-sparking hand tools; heavy forged hand tools; masons' hand tools; plumbers' tools; tire-changing tools. Agency for Benelux countries. Lambotte & Cie. (wool trader), 143 Rue des 600 Franchimontois, Andrimont. WTD 7/29/65.

FRANCE—Small hardware, home maintenance and repair products; hand tools, including light-duty electric drills and related lines; do-it-yourself complete kits and gadgets of new types. Requests replies in French. Michel Enjalbert (sales agent), 10 Rue du Commandeur Cazeneuve, Toulouse, Haute-Garonne. WTD 8/3/65.

PAKISTAN—Builders' hardware. Requests quotations c&f Karachi. J. B. Saeed & Co. (importer, agent), Marriot Rd., Karachi 2. WTD 7/21/65.

Railway car hardware. Requests quotations c&f Karachi. Pakistan Radio House Ltd. (importer, agent), 27 Victoria Rd., Rex Annex, P.O. Box 7234, Karachi 3. WTD 7/30/65.

344 Fabricated structural metal products

GERMANY—Structural steel, containers, tanks and apparatus, including fittings of steel, stainless steel, plastic materials. Helmut Rueckert, Ob.Ing., Ing.-Buero fuer Bauwesen (engineering office, sales agent), 71 Heilbronn/Neckar, Moltkestr. 10. WTD 8/4/65.

346 Metal stampings

PANAMA—Hospital utensils, all kinds. Requests catalogs, price lists. Exclusive agency. Politecnica, S.A. (manufacturers' representative), P.O. Box 5299, Panama, R.P. WTD 8/5/65.

349 Fabricated metal products

PANAMA—Butterfly valves. Requests catalogs, price lists. Exclusive agency. Politecnica, S.A. (manufacturers' representative), P.O. Box 5299, Panama, R.P. WTD 8/5/65.

353 Construction, mining, materials handling machinery

AUSTRALIA—Mining machinery, associated equipment. Evans Deakin & Co. Ltd. (shipbuilder, engineers, structural steel engineers), Ryan House, Charlotte St., Brisbane, Queensland. WTD 10/27/64.

GERMANY—Machinery for entire construction sectors; conveying, crane and hoist installations and machinery. Helmut Rueckert, Ob.Ing., Ing.-Buero fuer Bauwesen (engineering office, sales agent), 71 Heilbronn/Neckar, Moltkestr. 10. WTD 8/4/65.

★★ SPAIN—Trade Mission

Construction machinery; wants to represent U.S. manufacturer or exporter. Francisco Artus, General Manager, ICISA, S.A., Tavern 41, Barcelona 6. WTD 1/8/65. TM 218.

354 Metalworking machinery

BELGIUM—Metalworking tools, automatic machine types; tool holders; toolroom flats; automotive maintenance, body and fender repair tools—electric, hydraulic or pneumatic; power-driven hand tools and attachments; home workshop and special design metalworking tools. Agency for Benelux countries. Lambotte & Cie. (wool trader), 143 Rue des Franchimontois, Andrimont. WTD 7/29/65.

355 Special industry machinery

BELGIUM—Machinery and accessories for use in textile mills, in hotel and restaurant kitchens, and for bread and pastry making. Agency for Belgium. Maison Textile S.P.R.L. (agent), 11 Rue de la Gare, Hergenrath. WTD 7/30/65.

FRANCE—Automatic and semi-automatic packaging machinery for food industry, principally light-duty and medium-duty machines, including carton-forming and filling equipment, paper-bag sealers and closers, other categories of machines for foodstuffs and groceries. Food processing equipment for food products of various kinds such as blanchers, fryers, blenders, cutting and slicing machines; medium duty types. G. Verdier & J. Blois (sales agents), 92 Cours de la Martinique, Bordeaux, Gironde. WTD in preparation.

PAKISTAN—Vulcanizers for tire and tube repairing. Requests quotations c&f Karachi. Abdul Sattar Aziz (indent agent), 19 Allahwala Market, Newnham Rd., Karachi 2. WTD 7/23/65.

★★ TAIWAN—Trade Mission

Machinery for making cellulose acetate and printed material such as business cards. Heng Ho Enterprise Co., Ltd. (importer, exporter), 89-1 Chang Chun Rd., Taipei. WTD 7/26/65. TM 64A.

356 General industrial machinery

GERMANY—Pumps and valves, wet and dry dust collectors and collecting systems. Helmut Rueckert, Ob.Ing., Ing.-Buero fuer Bauwesen (engineering office, sales agent), 71 Heilbronn/Neckar, Moltkestr. 10. WTD 8/4/65.

357 Office, computing, accounting machines

BELGIUM—Stapling machines, staple removers, pencil sharpeners, stationery, small weighing machines and repair parts. Agency for Benelux countries. Lambotte & Cie. (wool trader), 143 Rue des 600 Franchimontois, Andrimont. WTD 7/29/65.

358 Service industry machines

FRANCE—Sewage-water filters and mechanical treatment equipment, capacity two cubic meters per 24 hours. Industrial equipment, capacity 500 M^3, 1,000 M^3, 2,000 M^3 per hour, principally water purifiers suitable for treatment of industrial waste of paper pulp factories. Agency for France or section thereof. Etablissements Wilkie, S.A. (dealers), 106 Cours de Verdun, Bordeaux, Gironde. WTD in preparation.

★★ THAILAND—Trade Mission

Air conditioners, central station and packaged types. Yong Kee Liab Heng Co., Ltd. (importer, wholesaler, manufacturer), 1850-1854 New Rd., Bangkok. WTD 7/29/65. TM 31C.

362 Electrical industrial apparatus

FRANCE—Control systems, signaling and detection apparatus, alarm controls, related electronic equipment, for residences, industrial plants, jewelry shops, other uses. Requests replies in French. Etablissements Gochoki (C. Detrait) (sales agent, dealer), Place de la Halle, Barsac, Gironde. WTD in preparation.

★★ THAILAND—Trade Mission

Electric arc welding machines. Yong Kee Liab Heng Co., Ltd. (importer, wholesaler, manufacturer), 1850-1854 New Rd., Bangkok. WTD 7/29/65. TM 31B.

363 Household appliances

BELGIUM—Household appliances; electrical household gadgets. Agency for Benelux countries. Lambotte & Cie. (wool trader), 143 Rue des 600 Franchimontois, Andrimont. WTD 7/29/65.

FRANCE—Household electric appliances such as vacuum cleaners, floor waxers, laundry washing machines, cooking ranges, food mixers, others. Agency for Bordeaux region. Requests replies in French. G. W. Bachelin (sales agent), 1 Rue Pierlot, Macau, Gironde. WTD in preparation.

All types of electrical household appliances. Requests replies in French. Alfred Nikaes (importer, wholesaler), 25 Avenue Foch, Metz (Moselle). WTD 8/4/65.

365 Radio, television receiving sets

FRANCE—Radio and television receivers, tape recorders, phonographs. Requests replies in French. Alfred Nikaes (importer, wholesaler), 25 Avenue Foch, Metz (Moselle). WTD 8/4/65.

SOUTH AFRICA—Automobile tape players. S. A. Shewell & Co, (importer, agent), P.O. Box 1609, Durban, Natal. WTD 5/21/64.

367 Electronic components, accessories

FRANCE—Components and accessories for television, radio receivers, phonographs, record players. Requests replies in French. Alfred Nikaes (importer, wholesaler), 25 Avenue Foch, Metz (Moselle). WTD 8/4/65.

371 Motor vehicles, motor vehicle equipment

FRANCE—Motor vehicle parts, accessories. Requests replies in French. Les Super-Cars (retailer), 249-251 Avenue de la Republique, Fontenay-sous-Bois (Seine). WTD 5/3/65.

Repair and replacement parts for passenger automobiles and trucks; assemblies for motor vehicles; automotive accessories and supplies, including snow chains, filters, head rests. Requests replies in French. Lucien Sirben (sales agent), 14 Rue Rosa-Bonheur, Bordeaux, Gironde. WTD in preparation.

★★ THAILAND—Trade Mission

Automobile air conditioners. Yong Kee Liab Heng Co., Ltd. (importer, wholesaler, manufacturer), 1850-1854 New Rd., Bangkok. WTD 7/29/65. TM 31.

372 Aircraft, parts

★★ TAIWAN—Trade Mission

Autogiros for 4 to 6 persons. Kwang Hsin In-

dustrial Co. (manufacturer, importer, exporter), P.O. Box 425, Taipei. WTD 7/28/65. TM 47A.

381 Engineering, laboratory, scientific, research instruments

FRANCE—Laboratory instruments and apparatus; scientific devices and industrial process equipment, preferably new types. Requests replies in French. Materiel Scientifique et Industriel (M. Jacques Bousquet) (sales agent), 207 Cours Balguerie-Stuttenberg, Bordeaux, Gironde. WTD in preparation.

382 Instruments for measuring, controlling, indicating physical characteristics

GERMANY—Measuring and controlling instruments for industrial application. Helmut Rueckert, Ob. Ing., Ing.-Buero fuer Bauwesen (engineering office, sales agent), 71 Heilbronn/Neckar, Moltkestr. 10. WTD 8/4/65.

383 Optical instruments, lenses

BELGIUM—Spectrographs, spectrometers, microscopes, spectro-photometers, spectro analysis equipment, all kinds of precision optical instruments and components. Agency for Benelux countries. Lambotte & Cie. (wool trader), 143 Rue des 600 Franchimontois, Andrimont. WTD 7/29/65.

384 Surgical, medical, dental instruments

FRANCE—Surgical and medical equipment, modern instruments, supplies; primarily bone surgery instruments, orthopedic chisels, gouges, osteotomes and cartilage knives, related lines. Requests replies in French. Philippe de Bechade, 7 Rue de Toulon, Bordeaux, Gironde. WTD in preparation.

PAKISTAN—Anesthesia apparatus. Requests quotations c&f Karachi. Equity Trading Corp. (importer, agent), 8 Oriental Chambers, South Napier Rd., Karachi. WTD 6/29/65.

★★ THAILAND—Trade Mission

Hospital oxygen equipment. Yong Kee Liab Heng Co., Ltd. (importer, wholesaler, manufacturer), 1850-1854 New Road, Bangkok. WTD 7/29/65. TM 31A.

394 Toys, amusement, sporting goods

BELGIUM—Mechanical, paper and plastic toys; structural toy sets; stuffed toy animals. Lambotte & Cie. (wool trader) 143 Rue des 600 Franchimontois, Andrimont. WTD 7/29/65.

FRANCE—Toys and games of all kinds, including games for sea resorts; camping equipment and general sporting goods, medium-prices, good quality, suitable for sale in France. Requests replies in French. Andre Camicas (sales agent), 10 Rue Surcouf, Lotissement Brown, Chambery, par Villenave d'Ornon, Gironde. WTD in preparation.

395 Pens, pencils, office, artists' materials

BELGIUM—Pen points for ordinary penholders; fountain and ball-point pen sets; inkwell-reservoir types; pencil parts; mechanical pencils; penholders. Agency for Benelux countries. Lambotte & Cie. (wool trader), 143 Rue des 600 Franchimontois, Andrimont. WTD 7/29/65.

396 Costume jewelry, novelties, buttons, notions

BELGIUM—Base metal and non-metallic jewelry for men, women, children. Agency for Benelux countries. Lambotte & Cie. (wool trader), 143 Rue des 600 Franchimontois, Andrimont. WTD 7/29/65.

399 Manufacturing industries

BELGIUM—Novelty items, general and Christmas giftware, in wood, textile fabrics, plastic, light metal. Agency for Benelux countries. Lambotte & Cie (wool trader), 143 Rue des 600 Franchimontois, Andrimont. WTD 7/29/65.

FRANCE—Advertising novelties, publicity articles, all types; giftwares, related lines. Etablissements Rocmil (sales agents), 13 Rue Lamourous, Bordeaux, Gironde. WTD in preparation.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Testers, meters, wave traps, coaxial cables among items called for in Korean tender

Korea is offering a tender including, but not limited to line current testers, earth testers, KW demand meters, recording meters, power line carrier telephone equipment, coupling capacitors, wave traps, coaxial cables, filter and test equipment.

The tender No. is KFX-5097-S; the bid deadline is Aug. 30. Bids should be submitted to the Office of Supply, Government of the Republic of Korea, Seoul, Korea.

Tender terms and specifications are available on a loan basis to firms located in the U.S. from the Scientific, Photographic & Business Equipment Division, BDSA-6440, Department of Commerce, Washington, D.C. 20230.★ Telephone: 202 WO-7-3518.

Pakistan extends deadline on bids for harbor dredging

The Karachi Port Trustees has extended the bid deadline from Aug. 9 to noon, Sept. 1 for widening and deepening the main navigable channel in the lower harbor of the Port of Karachi. Bids will be opened soon after the deadline in the presence of tenderers. (INTERNATIONAL COMMERCE, July 19, p. 28).

Iraq changes deposit amount

The Tobacco Monopoly Administration of the Iraq Republic has made a change in the deposit which should accompany bids for a tobacco manipulation plant.

Instead of the previously specified rates (INTERNATIONAL COMMERCE, July 19, p. 27; April 12, p. 33), a $28,000 (ID 10,000) deposit, which is refundable, should be made.

Leads for Importers

011 Field crop farms

ARGENTINA—Broomcorn and wicker exporter seeks sales representative, preferably in Baltimore, Md. and Boston, Mass. Graglia Hnos., S.R.L., Av. La Plata 1952, Buenos Aires. WTD 7/26/65.

109 Metal ores

TURKEY—Hand-sorted crude antimony ores, 300 tons, at Mersin port. Declared analysis: 38% antimony, about 0.10% mercury; other deleterious elements within usual specifications. Can deliver additional lots similar grade at several hundred tons per month. Rasih ve Ihsan Maden Ltd., Sti., (private Co.), Konya Sokak, Serdaroglu Han, Kat 1, No. 3-8, Ankara. WTD 5/20/64.

203 Canning, preserving foods

BRAZIL—Canned vegetables and pickles; canned jams; fruits packed in glass containers. Canner desires to contact distributors or well-established agents. Industria Alimenticia Caledonia Ltda., Caixa Postal 37, Nova Friburgo, Estado do Rio de Janeiro. WTD 8/4/65.

Canned tuna and sardines. Canner desires to contact well-established agent. Companhia Industrial de Conservas Santa Iria, Avenida Rio Branco 156, 23° andar, sala 2305, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 8/3/65.

★★ TAIWAN—Trade Mission

Canned fruits. Chuan Ching Trading Co., Ltd. (manufacturer, importer, exporter), 17 Lane 53 Hoping West Rd., Section 3, Taipei. WTD 7/26/65. TM 24A.

Onion powder, garlic powder, turmeric. Fook Yuen Trading Co., Inc. (manufacturer, importer), 83-1, Section 2, Wu Chang St., Taipei. WTD 7/29/65. TM 136.

204 Grain mill products

★★ TAIWAN—Trade Mission

Live stock feed supplements, fish meal antibiotics, vegetable seeds. Morn Sun & Co. (importer, exporter), 66-2 Section 2, Nanchan Rd., Taipei. WTD 7/28/65. TM 82.

209 Food preparations

★★ TAIWAN—Trade Mission

Instant soy sauce in dry powdered form. China Products Co. (manufacturer, exporter), 17 Kai Fung St., Section 1, Taipei. WTD 7/29/65. TM 146.

239 Fabricated textile products

★★ SPAIN—Trade Mission

Cloth for wiping hands, chemically treated, sold in plastic bags. Wants U.S. representation. Carlos Garcia-Maurino (manufacturer), Paseo Manuel Girona 56, Barcelona 17. WTD 2/5/65. TM 263.

249 Wood products

NIGERIA—Wooden toys, mahogany with natural wood finish; turned wooden articles, e.g., lamps, bowls ashtrays. Samples and price lists on request. Nigerian Educational & Vocational Aid Co. Ltd. (manufacturer, wholesaler), P.O. Box 56, Lafenwa, Abeokuta. WTD 8/3/65.

264 Converted paper, paperboard products

★★ TAIWAN—Trade Mission

Polyethylene bags. Lee Tai Enterprises Ltd. (manufacturer, importer), 18-2 Kong Ting Road, Taipei. WTD 7/28/65. TM 70A.

275 Commercial printing

★★ TAIWAN—Trade Mission

Printing black and white and color catalogs, brochures, in large quantity at low cost. Parke & Co., Ltd. (manufacturer, importer, exporter), 2, Nanking East Rd., Taipei. WTD 7/27/65. TM 233A.

284 Soap, detergents, cleaning preparations, cosmetics

FINLAND—Manufacturer of shampoo product trademarked "Finnish Sauna Shampoo" seeks distributors in the Great Lakes and New York areas. Marttinen Oy (manufacturer, exporter), Att: Mr. M. Murtosalo, Export Manager, Lonnrotinkatu 4, Helsinki. WTD 12/11/64.

302 Rubber footwear

★★ TAIWAN—Trade Mission

Plastic footwear for men, women and children for beachwear and swimming. Pei Hwa Plastics Fabrication Ltd. (manufacturer, exporter), 138 Nanking East Rd., Section 1, Taipei. WTD 7/29/65. TM 142.

307 Plastic products

FRANCE—Plastic boat fenders for fishing boats and pleasure crafts; inflatable, available in different colors and sizes. Highly resistant medium-priced articles. Wholesale exportation direct or through agents. Descriptive leaflet and photograph available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Charles Duvicq & Fils (manufacturer), Tosse, Landes. WTD 7/26/65.

319 Leather goods

★★ LEBANON—Trade Mission

Bags, book covers, wallets, belts, slippers, albums, hassocks (poufs), cushions, camel saddles, Beirut chairs; agent desired. Roger E. Naggiar (manufacturer), 603 Lyon St., Abdel Kerim Habib Bldg., Beirut. WTD 9/3/65. TM 66.

328 Cut stone, products

★★ SPAIN—Trade Mission

Building marble. Fernando Tamames, Xanco, Bailen 2, Barcelona 10. WTD 5/12/65. TM 219.

329 Abrasive, asbestos, nonmetallic mineral products

BRAZIL—Rough-sawn quartz blanks. Radio Cristais do Brasil S.A. (manufacturer), Avenida Brasil 7300, Caixa Postal 1965 ZC-00, Rio de Janeiro ZC-24, Estado da Guanabara. WTD 8/5/65.

331 Steel mill products

★★ TAIWAN—Trade Mission

Steel pipes, American standard sizes ⅜" to 4" in dia. International Trading & Machinery Co. (manufacturer, importer, exporter), 60 Nanyang St., Taipei. WTD 7/16/65. TM 221.

342 Cutlery, hand tools, general hardware

SWEDEN—Pocket knives of pickled and 23 carat gold plated designs with different national coats of arms, signatures, etc. Price list, with illustrations (prices in kronor) available on loan from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Emil Olssons Fickkniv Fabriks AB (manufacturer, exporter), Postfack 70, Eskilstuna. WTD 8/3/65.

354 Metalworking machinery

FRANCE—Milling-file machines. Requests replies in French. Pascal Freres (manufacturer, dealer), 4 Impasse Guemenee, Paris 4e. WTD 4/12/65.

373 Ship building, repairing

FINLAND—Motorboats (manufactured by seven different shipyards) for direct sale or for agency arrangements. Details, prices, terms available upon request. Fredrik Slotte (importer, exporter, agent), Strandgatan 8 A, Vasa. WTD 7/30/65.

399 Manufacturing industries

KOREA—Grass cloth wallpaper. Would like to find non-exclusive distributors. Wallpapers Korea, Inc. (manufacturer, exporter), I.P.O. Box 1698, Seoul. WTD in preparation.

Eyelashes. For sale through distributors. Reliance Enterprise Co. (manufacturer, exporter), I. P. O. Box 1613, Seoul. WTD 3/10/65.

NEPAL—Hog bristle—superior Nepali, stiff, hard, 6" to 8" long; up to 8,000 lb. on a single order, four times that amount over a year's period. Shah Brothers, Koilabas (Nepal) (importer, exporter), P.O. Jaruwa, Gonda District, U.P. State (India). WTD in preparation.

★★ TAIWAN—Trade Mission

Handicrafts, such as wood carvings, bamboo wares, batik painting, Shong Tai Trading Co. (manufacturer, exporter, importer), 30 Chung Shan Rd., Taiwan. WTD 7/28/65. TM 120A.

Handicraft items. Chuna Ching Trading Co., Ltd. (manufacturer, importer, exporter), 17 Lane 53 Hoping West Rd., Section 3, Taipei. WTD 7/26/65. TM 24B.

Handicraft items made of bamboo, straw, wood, fancy chicken feathers. Harvest Trading Co., Ltd. (manufacturer, exporter), 114 Kang Ting Rd., Taipei. WTD 7/27/65. TM 40.

504 Groceries, related products

★★ TAIWAN—Trade Mission

Banana jam. Direct export or through U.S. agent. Kwang Hsin Industrial Co. (manufacturer, importer, exporter), P.O. Box 425, Taipei. WTD 7/28/65. TM 47.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Gastone Beghe, Pan-Pacific Merchants Pty. Ltd., 155 King St., Sydney, **interested in meeting manufacturers and suppliers of optical goods, including spectacle frames, and manufacturers of sporting goods, including fishing reels, with view to negotiating agency and/or exclusive distributorship agreements for Australia.** Early Sept. via New York City for 3 weeks. c/o U.S. Department of Commerce Field Office, 61st Floor, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York, San Francisco. WTD 9/3/64.

Peter D. Beauvais, Beauvais Associates Pty. Ltd., 35-37 Fitzpatrick St., Revesby, N.S.W., **interested in purchasing or manufacturing under license advertising display products;** requesting technical information. Mid-August via San Francisco for 2 weeks. c/o Qantas, 542 Fifth Ave., New York, N.Y. Itinerary: New York. WTD 7/21/65.

BRAZIL—Dr. Leo Berthold, Torque S.A. Industria e Comercio de Maquinas Eletricas, Rua Barao de Itapetininga 275, 4° andar, Sao Paulo, **interested in visiting U.S. manufacturers of rolling bridges, cranes, hoists and related equipment for possible licensing agreements.** September via New York for 30 days. c/o Yale and Towne Corp., Alliance, Ohio. Itinerary: New York, Alliance. WTD in preparation.

ECUADOR—Dr. Eduardo Perez G., D.V.M., representing Golden Mix C.A. and Tropical Industrias C.A., P.O. Box 3554, Guayaquil, **interested in importing canning and dehydrating machinery, thoroughbred livestock and in exporting to the U.S. canned and dehydrated tropical fruits, fruit meats;** requesting technical information on manufacturing processes of above items. Aug. 10 via Miami for 2 to 3 months. c/o Spanish Consulate General, 515 Madison Ave., New York, N.Y. Itinerary: Miami; Houston; Los Angeles; San Francisco; Honolulu; Minneapolis; Chicago; Washington, D.C.; New York; Philadelphia; Santurce, P.R. WTD 7/17/63 on Golden Mix C.A.

FRANCE—Marcel V. Pottier, Senior Engineer in charge of Foreign Relations, Aeromaritime Electronique, 57 Ave. d'lena, Paris 16, **interested in technical information, purchases and agencies for military and industrial electronics, navigation, airborne, engine and ground instrumentation, telemetry, cryogenic liquid level systems, measuring systems, strain gauge for aerospace and oceanography, digital data processing equipment, elapsed time indicators.** Aug. 18 via New York for 3 weeks. c/o Hotel Taft, 7th Ave. & 50th St., New York, N.Y. Itinerary: Boston Aug. 18-24; New York Aug. 24-Sept. 3; Chicago and environs. WTD 11/27/64.

GERMANY—Helmut Wulkow, Firma Wulkow & Co., 634 Dillenburg, Postfach 667, **interested in purchasing and possible licensing arrangements for machine tools, in new processes, especially for machinery for autogenous welding of steel radiators;** requesting technical information. Sept. 1 via New York for 4 weeks. c/o Mr. Gossard, 1302 N. Main Ave., Sidney, Ohio. Itinerary: New York; Boston; Chicago; Sidney, Ohio; Den-

ver; San Francisco; Cleveland. WTD in preparation.

SPAIN—Emilio Gutierrez, Industrial Engineer, S.A.M. Fenwick, Bruch 96, Barcelona 9, **interested in purchases and agency agreements for machine tools;** requesting technical information. Sept. 1 via New York for 6 weeks. c/o Gleason Works, 1000 University Ave., Rochester, N.Y. Itinerary: Chicago; Detroit; Rochester; Springfield, Vt.; Providence, R.I.; Bridgeport, Hartford, Conn.; New York. WTD 6/10/65.

VENEZUELA—Dr. Paolo Capellin, Marvenca (Marmoleria Venezolana, C.A.), Edificio Polar, Plaza Venezuela, Piso 7, Caracas, **interested in visiting granite and marble installation;** requesting technical information. Aug. 19-25 via New York for one to two weeks. Itinerary: New York; Barre, Montpelier, Proctor, Vt. Revised WTD in preparation.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated July unless noted otherwise.

Boots and Shoes Importers and Dealers—Mexico, August.

Electronic Equipment for Home Entertainment, Phonograph Records, and Pre-Recorded Magnetic Tapes Importers, Dealers and Manufacturers—Guatemala.

Iron and Steel, Nonferrous Metals and Building Materials Importers and Dealers—India.

Lumber, Plywood and Veneer Importers, Agents and Exporters—Austria.

Office Supplies and Equipment, Paper and Stationery Importers and Dealers—Uruguay, August.

Significant Awards

CANADA—Lists of firms awarded contracts during May and June by the Canadian Government are available from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. A pre-addressed label should be with requests.

JORDAN—The Jordan Phosphate Co., Ltd., recently announced that the Mack Truck Co. was awarded a contract to supply 10 off-highway quarry-type trucks worth $270,000 for use in the Phosphate Co's. expanding operations at Al Hasa.

SAUDI ARABIA—The Italian engineering consortium, ITALCONSULT, recently signed contracts worth $5,425,000 (SR 24,412,500) with the Saudi Arabian Government to study water resources and agricultural potential in two major areas of Saudi Arabia. Contract calls for 42 months' work surveying underground and surface water resources, including exploratory well drilling, studying possibilities for dam construction, proposing methods for development of agricultural and animal resources, and planning for establishment of agricultural research and experimental farms.

Districts to be covered are the Asir, Taif, Zharan, Ghamid, Bishah, Kharma, Tarabah, al-Kharj, Aflaj, Najran, Wadi Dawasir, Sulayyil and Tathlith. In general, this includes the southern Hejaz and Asir provinces but not the Western coastal strip, and the area south of Riyadh along the Tuwayq Escarpment from al-Karj to Wadi Dawasir.

The Ministry of Agriculture announced that another agreement for similar studies would probably be made in the near future to include Riyadh and the Sudair region to the north of Riyadh.

SOUTH AFRICA (R1 = $1.40)—Contracts have been awarded for the construction of 5 explosive and chemical plants in the Sasolburg area to several firms.

Simon-Carves (Africa) Pty. Ltd., of Johannesburg: R12 million contract for construction of polythene plant with production capacity of about 45,000 tons per year by 1967, largest of the five plants.

Humphreys of Glasgow: R3 million contract includes a R2 million chlorinated-fluorinated hydrocarbon plant for production of hydrochloric acid and other products. Work on this plant will be executed by Vecor Projects & Construction, a local company. Humphreys was also awarded an ethylene dichloride plant and a vinyl chloride monomer plant. Fraser & Chalmers (Johannesburg firm) is local subcontractor for these plants.

Sumitomo Chemical Co. of Japan: R1.2 million contract for construction of the chloracarbon plant, including carbon tetrachloride, perchloro-ethylene and hydrochloric acid. Simon-Carves will be the subcontractor.

National Chemical Products: R1.25 million contract to Chemiebau from Germany for construction of a phthallic anhydride plant. Naphthalene, by-product from Iscor's operations, may be used as the raw material for this plant which is expected to be in production by the end of 1966.

Future Construction

AUSTRALIA (A£1 = $2.80)—Broken Hill Pty. Ltd. has announced a **major expansion program,** costing between £40 and £50 million, involving a new fuel oil-oxygen blast furnace and extension of plate products capacity. These development include:

A new blast furnace, the fifth at the works, to have a capacity of one million tons of pig iron a year.

A second 140″ reversing plate mill and another 120″ plate stand.

A new strip mill to be developed from the existing 140″ plate mill by the **addition of six continuous finishing stands.**

Expansion of existing mill building, overhead crane and slab yard and construction of a new slab reheating furnace.

Write: Mr. Matthews, Australian Iron & Steel Pty. Ltd., Port Kembla, N.S.W., or Broken Hill Proprietary Co. Ltd., 100 Park Ave., New York, N.Y.

CANADA—The Trans-Canada Pipe Lines Ltd., of Toronto, Ontario, has entered into an agreement with the American Natural Gas Co. of Detroit for the sale of Canadian **natural gas.** At least 170 million cu. ft. of gas will be brought into the U.S. per day by the fourth year of operation. This represents sales revenues of about $400 million in U.S. funds to Trans-Canada over the term of contract.

The agreement also provides that the American Natural Gas Co. will become a joint participant with Trans-Canada in the Great Lakes Gas Transmission Co. (wholly-owned subsidiary of Trans-Canada).

American Natural Gas Co. owns and operates two major gas transmission pipelines and extensive distribution systems. It markets about 500 billion cu. ft. of gas per year in Michigan, Wisconsin, Iowa, Illinois and Missouri and has a peak day delivery capacity of about 3 billion cu. ft.

Great Lakes Gas Transmission has applied to the Federal Power Commission to build a **1,000-mile, $200 million 36″ dia. pipeline** from Emerson, Manitoba to the St. Clair river near Sarnia, Ontario. Under the agreement with the American Natural Gas Co., this pipeline now will be built in two stages.

Next year, Great Lakes will build the 160-mile section from the facilities of Michigan Wisconsin Pipe Line Co. (subsidiary of American Natural) near Austin, Michigan, to the St. Clair river. This will enable the delivery of gas from western Canada to eastern Canada through the facilities of Midwestern Gas Transmission Co., Michigan Wisconsin Pipe Line and this section of the Great Lakes line. The balance of the Great Lakes line, including a lateral to Sault Ste. Marie, Ontario, will be completed from Emerson to Austin in the summer of 1967 and gas will then flow directly from Emerson to eastern Canada.

Mr. J. W. Kerr, chairman of the board and president of Trans-Canada, stated, "This agreement which provides for a large export of Canadian gas to the U.S. and for building the pipeline in two stages, will assist Trans-Canada in its primary objective of delivering abundant supplies of natural gas to eastern Canada at the lowest possible cost. Furthermore, the Canadian economy will benefit from major expansion in Canada of the facilities of Trans-Canada and the Alberta Gas Trunk Line Co., Ltd., and from the increased exploration for and development of gas in western Canada."

Brouse Holdings Ltd., 202 Queen St., Ottawa, plan to construct a $10 million, 14-story **hotel, shopping and office complex** in downtown Ottawa. Additional information may be obtained from Brouse Holdings Ltd.

IRAQ—The Industrial Bank of Iraq solicits offers from U.S. firms to participate in establishing **industrial plants** in the mixed economic sector category.

Interested firms may obtain additional data by sending a pre-addressed label to Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Reference A-103.

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Calendar *for international traders*

August

23—Businessmen's Consultations by appointment with George T. Beck, Commercial Officer, New Delhi, Field Office, **Los Angeles.**

24—Export Expansion Workshop, **West Point, Miss.** Sponsors: North Mississippi Industrial Development Assn.; Field Office, Department of Commerce.

24—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

24-27—5th Annual Maine Products Show, Bangor City Auditorium, **Bangor, Me.** Sponsor: Maine Dept. of Economic Development.

25—Terminal Conference, San Francisco Agricultural Trade Mission to Eastern Europe, Fairmont Hotel, **San Francisco.**

26—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

27—Export Workshop, Field Office, **Des Moines.** Sponsors: Field Office, Greater Des Moines Chamber of Commerce, Iowa REEC.

27—In-Office Export Expansion Seminar, Field Office, **Los Angeles.**

30—Businessmen's Consultations by appointment with George T. Beck, Commercial Officer, New Delhi, Field Office, **San Francisco.**

31—Export Expansion Seminar, 10:30-12 noon, Field Office, **Cleveland.** Sponsors: Field Office, Department of Commerce; REEC.

31—Export Transportation Seminar, 9:30 a.m., Field Office, **San Francisco.**

September

1—International Traders Club, monthly meeting, Chamber of Commerce Bldg., **Scranton, Pa.**

1—Cincinnati REEC Meeting, 9:30 a.m.-2:30 p.m., Sheraton-Gibson Hotel, **Cincinnati.**

1-3—American Marketing Assn., 1965 Fall Conference, Mayflower Hotel, **Washington.**

2—"First Step" Export Workshop, Field Office, **Memphis.** Sponsors: Field Office, Department of Commerce; REEC.

2-3—Businessmen's consultations with Edmund F. Becker, Commercial Officer, U.S. Consulate General, Frankfurt, Field Office, **Boston.**

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:

Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

7—FCIB Round Table Conference on Foreign Credit, Collection & Exchange Problems, 1:30 p.m. Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

8—Export Workshop, **Spencer, Iowa.** Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

8—Reading Foreign Traders Assn., 6 p.m., Abraham Lincoln Hotel, **Reading, Pa.**

9—In-Office Meeting, Field Office, **Chicago.**

9—Overseas Automotive Club, monthly meeting, 12 noon, Shelburne Hotel, **New York.**

9—Machinery-Metals Export Club, monthly meeting, Overseas Press Club, **New York.**

9—International Trade Assn. of New England, Inc., dinner meeting, Charter House Motel, **Cambridge, Mass.**

9—In-Office Export Conference, Field Office, **Atlanta.** Sponsors: Field Office, Department of Commerce; REEC.

9-10—Businessmen's consultations with Edmund F. Becker, Commercial Officer, U.S. Consulate General, Frankfurt, Field Office, **New York.**

12-14—Pacific Northwest Traders Assn., **Anchorage, Alaska.**

13—World Trade Assn. of Montgomery County, monthly meeting, Crossroads Motel, **Norristown, Pa.**

13-14—13th Joint Engineering Societies Management Conference, New York Hilton, **New York.** Speaker: Forrest D. Hockersmith, BDSA.

13-14—Consultations with Edmund F. Becker, Commercial Officer, U.S. Consulate General, Frankfurt, Germany, Field Office, **Philadelphia.**

13-17—International Industrial Conference, **San Francisco.** Sponsors: National Industrial Conference Board; Stanford Research Institute.

14—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

14—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

15—Iowa REEC Meeting, Des Moines Club, **Des Moines.**

15—Arkansas Export Seminar, Hotel Marion, **Little Rock, Ark.** Sponsors: Arkansas State Chamber of Commerce; Field Office, Department of Commerce; REEC.

16—Businessmen's Consultations with members of U.S. Trade Mission to Colombia, Field Office, **St. Louis.** Sponsors: World Trade Club; Chamber of Commerce; REEC.

16—Houston Rotary Club Luncheon, Rice Hotel, **Houston, Texas.**

16—South Florida REEC, regular monthly meeting, 12 noon, **Coral Gables, Fla.**

16—Introduction to Export-Import, 1st of nine weekly sessions, 7:30 p.m., Webster Hall, University of Hawaii, **Honolulu.** Sponsors: Small Business Management Program, College of Business Administration; Field Office, Department of Commerce.

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